

**Governing Iowa's public
universities and special schools**

University of Iowa
Iowa State University
University of Northern Iowa
Iowa School for the Deaf
Iowa Braille and Sight Saving School
Lakeside Lab Regents Resource Center
Quad-Cities Graduate Center
Southwest Iowa Regents Resource Center
Tri-State Graduate Center



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January 4, 2011

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Des Moines IA 50319

Charles Smithson
Chief Clerk of the House
State Capitol Building
Des Moines IA 50319

Holly Lyons, Division Director
Legislative Services Agency
State Capitol Building
Des Moines IA 50319

Re: Economic Development and Technology Transfer Report

Dear Members of the Iowa General Assembly:

Pursuant to Iowa Code and 2010 Iowa Acts, the enclosed annual report includes information from the University of Iowa, Iowa State University, the University of Northern Iowa, and their respective research foundations as follows:

<u>Iowa Code</u> §262B.3(3)	Patents and Licenses
<u>Iowa Code</u> §15G.111(5.c)	Grow Iowa Values Fund
<u>2010 Iowa Acts</u> , Chapter 1188 §13	Progress of Regents Institutions on Technology Transfer and Economic Development

If there are any questions concerning this report, please do not hesitate to contact us.

Sincerely,

Robert Donley

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Enclosures
cc: Legislative Liaisons
Legislative Log

Contact: Keith Saunders

2010 ECONOMIC DEVELOPMENT AND TECHNOLOGY TRANSFER REPORT

Actions Requested: Consider recommending the following to the Board:

- 1) Receive the report.
- 2) Direct that this report and copies of complete institutional reports be forwarded to the Secretary of Senate, the Chief Clerk of the House of Representatives, the Legislative Services Agency, and the Office of the Governor and the Director of the Iowa Department of Economic Development pursuant to Iowa Code Chapters 262B.3, HF 809 (2005 Session) and HF 2459 (2006 Session).

Executive Summary:

The Regents universities promote the economy of Iowa most notably by providing higher education to the people of the state. The universities also make a significant contribution to the Iowa economy by conducting academic research that results in intellectual property and applications available to the marketplace and by providing expertise and assistance directly to Iowa's people, industry and communities. The University of Iowa (SUI), Iowa State University (ISU) and the University of Northern Iowa (UNI) thus support the economy of Iowa primarily through their core missions, and their economic contributions to the state are fundamentally linked to their overall academic excellence.

This core mission was supported by \$896.7 million in funding sponsored by federal and corporate sources in FY 2010. This funding provided the basis on which the Regents universities conducted a wide variety of economic development programs that produced the following results in the past year:

- 189 new intellectual property disclosures
- 141 patent applications
- 129 new patents awarded
- 121 new license and option agreements on intellectual property
- 400 total license and option agreements yielding income
- \$36.5 million in royalty and fee income
- \$62.7 million in revenue generated by Iowa companies as a direct result of university technologies
- 2,829 Iowans employed at 135 companies at the SUI, ISU and UNI research parks and incubators

State funding of ongoing economic development programs at the universities has declined by 55% comparing FY 2001 to FY 2010. Grow Iowa Values Fund appropriations to the universities in FY 2010 are 10% lower than the original FY 2005 authorization.

Selected 2010 Economic Development and Technology Transfer Highlights

Occupancy has reached nearly 60% for SUI's new BioVentures Center, a 35,000 square foot state-of-the-art biosciences incubator providing laboratory facilities to support companies commercializing faculty research. The University of Iowa's Technology Innovation Center, which provides office space and a nurturing business environment to new technology companies that do not need wet lab space, has an occupancy rate of 83%.

Companies licensing technologies originated at ISU reported sales of \$58 million as a result of those technologies.

UNI's three incubator/accelerator programs and MyEntreNet helped start or expand 179 ventures, creating 263 jobs.

The SUI Research Park reports 2,010 employees living in 100 communities in 29 Iowa counties with an annual payroll of nearly \$100 million, generating \$5.7 million in state income taxes.

Companies receiving technical assistance from ISU's Institute for Physical Research and Technology reported that over the last five years, \$11.6 million in increased sales, increased investments or reduced operating costs as a result of the assistance. The companies also estimated over thirty jobs were created or retained each year from 2005-2009, with 14 jobs retained or created from projects surveyed in the past year when many employers were cutting jobs.

More than 1,100 entrepreneurs attended one or more of UNI's webinars or entrepreneurial workshops.

The SUI John Pappajohn Entrepreneurial Center was again rated as one of the Top 25 programs in the nation by *Entrepreneur* magazine.

In FY 2010, 1,161 businesses from 97 counties in the state received assistance from ISU's Center for Industrial Research and Service and reported 5,254 jobs created or retained, \$261 million in sales gained or retained, and \$20 million in costs avoided.

UNI's MyEntreNet program now lists more than 6,500 actively engaged users across the state.

2,782 clients in 99 counties received 14,306 hours of business counseling from the Small Business Development Centers. They also conducted 313 training workshops in which 3,827 individuals participated

UNI involved 208 faculty members and nearly 2,100 students in the delivery of its services to Iowa businesses and communities.

Engagement

Many organizational units at the Regents universities are engaged with Iowa's people, industry and communities for the promotion of the state's economic development. Key economic development efforts include: research, intellectual property development and technology transfer, business incubation and acceleration, direct technical assistance to local and regional economic development groups, technical assistance and counseling to businesses, market research for Iowa companies and attracting and retaining businesses in the state. These activities are also highly coordinated with the economic development efforts of the Governor, the Iowa General Assembly and state agencies including the Iowa Department of Economic Development.

State Funding for Economic Development and Technology Transfer

State funding in FY2010 was provided in three primary economic development program areas:

1. Ongoing Economic Development and Technology Transfer Programs: FY 2010 \$3.18 million

In FY 2010, the state provided \$3.18 million for several ongoing programs which include the research parks at SUI and ISU, the Institute for Physical Research and Technology, the Small Business Development Centers, the Institute for Decision Making, the Metal Casting Center and the Center for Advanced Drug Development. For FY 2011, state support of the Small Business Development Centers was increased by \$100,000 to expand their outreach and state support for the MyEntreNet program at UNI was increased by \$125,000 to expand its reach across Iowa. Total state support for these programs now stands at \$3.41 million for FY 2011. This is a decline of 55% below the \$7.63 million provided in FY 2001.

2. Grow Iowa Values Fund (GIVF): FY 2010 \$4.5 million

In FY 2005, the General Assembly authorized a ten-year annual appropriation of \$5 million under the GIVF to the Regents universities for purposes of supporting the human and physical infrastructure needed to effectively develop and transfer technology discoveries and to fund development projects involving existing companies and start ups.

Many of the GIVF-funded projects involve multi-year research and development efforts with private companies. A number of projects funded in earlier years are now being completed and are demonstrating a significant impact on job and wealth creation. For example, 18 startup companies whose projects received GIVF funding through ISU in FY 2006 and FY 2007 report \$26.3 million in new investment and cost savings and \$12.8 million in sales increases. That compares to a total of \$3.6 million in GIVF funds invested by ISU in FY 2006 and FY 2007.

For FY 2010 the General Assembly approved \$4.5 million in GIVF funding, of which \$4.32 million was allocated for the three universities and \$180,000 was allocated for projects submitted by Iowa's independent colleges and universities. The FY 2011 GIVF appropriation was reduced again to \$3.8 million. The Board of Regents approved the universities' FY 2011 proposals at the August, 2010 board meeting. The universities and companies involved in GIVF projects have identified \$3.8 million in matching funds for the projects. Examples of projects included:

- \$300,000 to support new company formation and faculty education programs through the University of Iowa Research Foundation with the goal of increasing research that can be commercialized. This new component in faculty education will provide support for all stages of new company formation, from conceptualization at the laboratory through legal entity formation to first equity investment.
- \$99,883 to evaluate and test an improved, patented form of delivering a dietary supplement called HMB (B-hydroxy-B-methylbutyrate) which researchers say diminishes muscle damage and inflammation resulting from exercise stress. The company partner, Metabolic Technologies, Inc. of the ISU Research Park, has already been successful in marketing a form of HMB as a medical nutritional supplement used in wound-healing products such as Juven marketed nationally by Abbott Nutritional Laboratories. The company projects that sales in the larger nutrition supplement market could reach \$20 million to \$30 million within five years supporting 10 to 20 full time jobs. The company has committed to \$85,785 in cash and in-kind matching funds; ISU will provide an additional \$45,748 in cost share.
- \$160,000 for the National Ag-Based Lubricants (NABL) Center to provide support for the growth of the state's bio-based products industry. In the past year, NABL has moved into the Cedar Valley Tech Works (CVTW) as the anchor tenant. From this location NABL is ideally positioned to offer assistance in bio-based product development and bio-lubricant testing to encourage further development of the State's bio-lubricants industry. NABL has also partnered with AMTek Inc., a locally-owned company in Cedar Rapids, Iowa to develop a microwave-based bio-grease production plant.

Private College Grant Program

Of the \$4.5 million in FY 2010 GIVF funding, \$180,000 was awarded by the Board of Regents at the February 2010 meeting to three independent universities and colleges for economic development and technology transfer projects. The three projects include \$182,552 in matching funds.

- Luther College received \$40,000 for a proposal to conduct further research into the use of cyclodextrins as a new and potentially less expensive method of detecting furans, dioxanes and polychlorinated biphenyls which can pollute water systems. Researchers hope to show that a low-cost, effective detection method could be commercialized and, once proven, could be expanded to detect other forms of chemical pollutants. Researchers intend to share the results of the project with environmental regulatory agencies.
- Clarke College received \$84,721 for a proposal to continue work previously granted GIVF funding that created a web-based analysis library and software tool/portal for clinicians and medical researchers gathering HIV data. The project is a collaboration among faculty at Clarke, UIHC, the University of Wisconsin Hospitals and Clinics, Stanford University School of Medicine and physicians at Dubuque Internal Medicine. The additional funding will allow Clarke to use the software, hardware and research tools developed to design and implement an Iowa clinical ontology in collaboration with a Dubuque clinician. The ontology will enable patients and clinicians to obtain statistical analysis related to patient health conditions by taking advantage of electronic medical records. The researchers believe the proposal will enhance the development of health informatics services in Iowa and plan to license the software product. The researchers propose to work with the Small Business Administration to develop a strategy promoting a medical informatics center in Iowa.
- Upper Iowa University received \$55,279 for a proposal to accelerate a business development program funded in part by the University's Upper Iowa Business Development (UIBD) grant program. The UIBD is a \$570,000 endowment created in 2007. The program supports economic development initiatives including a grant program for entrepreneurs interested in starting or expanding a business in Fayette, Iowa. Local business applicants are evaluated based on their business plan, growth potential, impact on job creation, and sales and taxes generated. Applicants are provided business development assistance and entrepreneurship mentoring through the University's e-Center and are advised about other sources of funding or tax credits. Funding provided the applicants may be used for research and development or commercialization of a product, marketing or advertising or construction and renovation expenses. Applicants are evaluated by a UIBD Grant Advisory Committee which includes representatives of local and regional economic development organizations. Applicants are required to provide a minimum of 20% cash match.

The Board will review FY 2011 proposals from private colleges at the December 2010 meeting. A total of \$152,000 will be available for these projects.

3. Battelle Economic Development Appropriations:

The Iowa General Assembly authorized \$20 million in FY 2007 funding to the Regents universities for economic development activities in three key platform areas of biosciences, advanced manufacturing and information technology. Of the total, \$5 million was designated to be used for endowed chairs and faculty salaries, \$6.8 million for related physical infrastructure and \$8.2 million for general support of projects in the key platform areas. The Board of Regents approved the universities' proposals in September of 2006. The universities provide regular progress reports on the Battelle-funded projects at Regents board meetings. No new Battelle funding has been provided by the Iowa legislature since the 2006 Session.

Nearly all of the projects include matching funding, either from businesses, the universities or federal agencies, even though matching funding for platform projects is not required by the legislation. The platform funding provided funding for 23 projects with research participation or investment by more than 40 companies and entrepreneurs to create new products and technology services. The aggregate amount of

industry/university/federal matching funding for all three universities was \$49.5 million, resulting in a better than 5 to 1 matching ratio with the \$8.2 million in Battelle platform funding provided.

Many of the projects funded are multi-year initiatives at various stages of development or completion. Highlights of the success achieved with the Battelle funding include:

- Battelle funds used to create an endowed chair at SUI were instrumental in retaining a key faculty member who has since obtained \$15 million in federal research funding for research in macular degeneration and has created a company which has obtained \$37 million in venture capital investment.
- Private fundraising has now been completed for all four new endowed chairs at ISU. The new chairs created include two in veterinary medicine, one in engineering and one in biorenewable energy science and technology.
- A UNI project involves development of advanced technology to replace heavy castings with high performance titanium castings. The resulting technology is available to the Rock Island Arsenal and is available for licensing by commercial firms throughout the Midwest.
- Battelle funds were used to attract a professor to the University of Iowa who is internationally known for his research in neurology of the inner ear and joins the world class research group at the UI Cochlear Implant Clinical Research Center.
- Battelle funds were used to foster the continued growth of the Nutrition and Wellness Research Center (NWRC) at ISU. The NWRC is working to engage interdisciplinary research teams to pursue integrated lines of research related to nutrition, physical activity and other health and wellness issues including obesity.
- A collaborative project between UNI's Metal Casting Center and ISU is in the process of developing advanced manufacturing methods for lightweight steels for use in the wind energy generation industry.

Full Reports Available

The full annual reports from the universities are available at the Board of Regents website and will be provided to the General Assembly, the Governor's Office, the Legislative Services Agency and the Iowa Department of Economic Development.

Table 1: Intellectual Property, Technology Transfer, and External Support FY2008-2010

Indicators	FY 2008				FY 2009				FY 2010			
	ISU	SUI	UNI	Regents Totals	ISU	SUI	UNI	Regents Totals	ISU	SUI	UNI	Regents Totals
1. Number of disclosures of intellectual property	87	68	16	171	95	70	12	177	111	70	8	189
2. Number of patent applications filed	53	109	8	170	40	128	6	174	26	107	8	141
3. Number of patents awarded	27	65	5	97	23	116	4	143	29	97	3	129
4. Number of license and option agreements executed on institutional intellectual property in total	62	22	4	88	84	18	3	95	97	21	3	121
5. Number of license and option agreements executed on institutional intellectual property in Iowa	13	4	4	21	32	2	3	37	32	6	2	41
6. Number of license and option agreements yielding income	250	143	12	405	121	135	13	269	260	129	11	400
7. Revenue to Iowa companies as a result of licensed technology ¹	\$84 million	\$1.23 million	\$3.8 million	\$89 million	\$103 million	\$1.71 million	\$3.2 million	\$107.9 million	\$58 million	\$2.03 million	\$2.7 million	\$62.7 million
8. Number of startup companies formed, in total (through licensing activities)	2	2		4	1	2		3		3		75
9. Number of startup companies formed, in Iowa (through licensing activities)	2	2		4	1	2		3		3		75
10. Number of start up companies formed through UNI MyEntreneel/incubator			59	59			74	74			72	30
11. Number of companies in research park/incubators	71	51	17	139	62	50	34	146	59	46	30	135

Indicators	FY 2008				FY 2009				FY 2010			
	ISU	SUI	UNI	Regents Totals	ISU	SUI	UNI	Regents Totals	ISU	SUI	UNI	Regents Totals
12. Number of new companies in research parks and incubators	12	7	9	28	16	6	23	45	11	3	11	25
13. Number of employees in companies in research parks and incubators	923	1962	33	2918	854	2029	65	2948	758	2010	61	2829
14. Royalties and license fee income	\$9.5 million	\$23.6 million	\$47 thousand	\$33.1 million	\$9.3 million	\$42.9 million	\$117,000	\$52.3 million	\$9.4 million	\$27 million	\$118,849	\$36.52 million
15. Total sponsored funding (\$ million)	\$274 million	\$386 million	\$36 million	\$696 million	\$305.2 million	\$429.5 million	\$39.7 million	\$774.4 million	\$388.2 million	\$466.5 million	\$42 million	\$896.7 million
16. Corporate-sponsored funding for research and economic development ¹ in total (\$ million)	\$24.4 million	\$36.3 million	\$1.5 million	\$62.2 million	\$22.4 million	\$38.6 million	\$1.35 million	\$62.35 million	\$21.1 million	\$30.8 million	\$1.55 million	\$53.45 million
17. Corporate-sponsored funding for research and economic development ² in Iowa (\$ million)	\$13 million	\$3 million	\$1.5 million	\$17.5 million	\$12 million	\$1.5 million	\$1.35 million	\$14.85 million	\$11 million	\$1.8 million	\$1.55 million	\$14.35 million

¹Aggregate sales reported by Iowa companies of products and services based on licensed inventions.

²Excludes corporate philanthropy

The University of Iowa
2010 Annual Economic Development Report

Executive Summary

Research drives innovation at The University of Iowa. In FY10, The University of Iowa generated an impressive growth in extramural support and achieved a record of \$466.5 million. This robust research enterprise and integrated economic development activities at the UI have a significant and far reaching impact on the State of Iowa's economy. The IOWA Centers for Enterprise (ICE) provides infrastructure and services to enhance technology transfer and commercialization of UI technologies, new company formation, support of Iowa companies and workforce development. ICE currently includes the following departments.

- The University of Iowa Research Park (formerly Oakdale Research Park) (UIRP)
- The University of Iowa Research Foundation (UIRF)
- The John Pappajohn Entrepreneurial Center (JPEC)
- BioVentures Center (BVC) and The Technology Innovation Center (TIC)
- The University of Iowa Small Business Development Center (SBDC)

In September 2010, the UI released its Economic Impact Study that highlighted and emphasized the impact of research and economic development programs on the State of Iowa. Excerpts from the reports are noted below with the full report available at <http://www.uiowa.edu/impact/>.

Public research universities such as the University of Iowa stimulate economic development and extend the benefits of learning and discoveries to the citizens of the community, region, state, nation, and world. University-based research has proved to have a substantial and measurable effect on business formation and economic development. Research performed by Adam Jaffe at Harvard found that "...a state that improves its university research system will increase local innovation both by attracting industrial R&D and augmenting its productivity."

The University of Iowa does not just contribute to business enterprises through its research; it also actively promotes business enterprise formation, commercialization, and expansion via University business incubators and small business advisory services. Research and investments in research result in impacts outside of operations, specifically spin-off businesses, patents, and licenses.

The impact of research often is not shown in the economy until years after its initiation. Based upon current research funding of \$429.5 (FY09) million, the economic impact of spin-off businesses and commercialization of research in existing companies is estimated to be between \$1.4 billion (conservative) and \$2.4 billion (aggressive) on the state's economy by 2020.

The University of Iowa continues to make impressive strides in support of technology transfer and economic development. Much of this success is a result of the state appropriation and Grow Iowa Values Funding (GIVF) which has proven critical to the development of a strong UI infrastructure to promote economic development that is consistent with our mission and the goals of the State of Iowa. FY10 proved to be an outstanding year for economic development activities at the University of Iowa. Our most notable accomplishments include:

- UIRF executed a record number of 8 license agreements to startups based on UI intellectual property, and most of those startups made significant progress in company development. There are now more than 17 startups based substantially on UI IP, versus the hand-full that existed a few years ago. Of those 17, 13 are based in Iowa and collectively raised \$7.3M in grant or equity financing last year.
- UIRF launched a pilot program called the “seeker” function, with the intention to find and work with key faculty with commercialization potential. This program has evolved into a new UIRF functional unit entitled intellectual property and asset development, and reflects the need to provide funding and industry experts to work with faculty well in advance of invention disclosure. UIRF anticipates that a significant increase in intellectual property with potential for commercialization will result from this early and critical guidance by these industry experts.
- The UI Research Park companies and affiliated labs report 2,010 employees living in 100 communities in 29 Iowa counties, a regional labor shed covering almost one-third of the State. The annual payroll nears \$100 million resulting in an estimated \$5.7 million in State income taxes in 2010.
- The John Pappajohn Entrepreneurial Center (JPEC) offers one of the most comprehensive entrepreneurial education and business support programs in the nation. Featured programs supporting economic development include: providing business consulting services to small companies located across Iowa through its student field study program (53 companies assisted last year); hosting/sponsoring five elevator pitch and business plan competitions to support innovation and new venture creation; supporting the creation and launch of student-based business through the Bedell Entrepreneurship Learning Laboratory (17 offices at full capacity); and delivering entrepreneurial education through academic courses across campus and online, workshops/seminars, and high school teacher training and curriculum. The UI's JPEC placed 23rd in the undergraduate ranking. It's the only school in Iowa to be ranked in the top 25, and one of only two Big 10 schools.
- At The BioVentures Center, a lease was signed with its seventh company, CQM Systems. The occupancy to date is at approximately 59%. The occupancy rate for the TIC is at approximately 83%.
- In FY10, the Small Business Development Center served nearly 400 clients, assisted in 28 business startups, helped clients raise over \$12,000,000 in financing and created 149 jobs.

The following sections of this report will directly respond to specific areas as requested by the Board of Regents. These include, the impact of the University of Iowa activities on the economic growth in Iowa, institutional activities and services that indirectly promote economic development, quantitative information regarding economic development activities in FY10, a summary of outreach and service activities, direct economic development assistance to Iowa communities, summary of GIVF and Battelle expenditures, and emerging trends in the area of economic development.

Impact of UI Economic Development Activities on the Economic Growth in Iowa

Job creation and wealth in Iowa.

University of Iowa Research Park (UIRP)

UIRP, formerly known as the Oakdale Research Park & Oakdale Research Campus, is a blended campus consisting of a multitude of commercial ventures and a variety of university academic programs and infrastructure assets. As of June 2010, 10 established companies, 20 startup companies and 5 University anchor laboratories were located in the park. These companies have access to University research infrastructure including internet access and access to libraries and research facilities, core facilities to support chemistry, biology, computation, and instrumentation. Importantly, companies have access to faculty collaborators and to students as interns or employees.

In FY 2010, the 46 active Iowa companies affiliated with UI Research Park and Technology Innovation Center¹ reported 1,658 employees earning an average salary of \$48,932. The five UI anchor laboratories on the Research Park reported another 352 employees, for a total workforce of 2,010 employees. The 2,010 employees of companies and labs affiliated with the UI Research Park and business incubator reported living in 100 communities in 29 Iowa counties, a regional labor shed covering almost one-third of the State. The annual payroll nears \$100 million resulting in an estimated \$5.7 million in State income taxes in 2010. The affiliated companies and labs also reported employing 89 UI students, and 143 employees had earned doctoral degrees.

BioVentures Center (BVC)

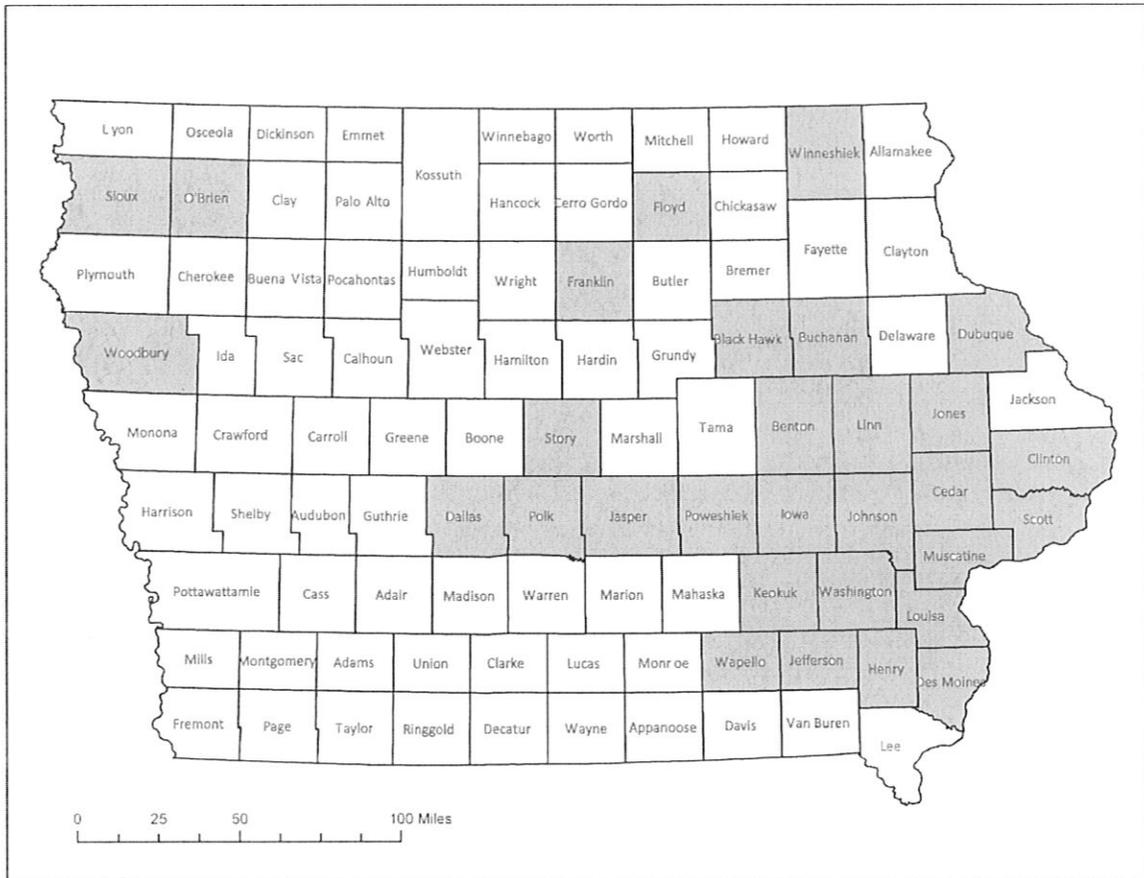
The UI BioVentures Center at the Research Park opened in November of 2008. This 35,000 sq ft state-of-the-art biosciences incubator facility allows the University to provide laboratory facilities to support technology based companies emerging from the commercialization of faculty research as well as other startup companies drawn to the area by the substantial R&D assets of the University. We have already leased 10 of the 20 laboratories in this facility to start up companies, 3 of which were formed from technology created by UI faculty. GIVF funding was critical in enabling the design and construction of this facility, which now allows us to capitalize on University assets. Seven companies (Vertex Pharmaceuticals, Cellular Engineering Technologies, Terpenoid Therapeutics, ASL Analytical, KemPharm, Exemplar Genetics and CQM Systems) occupy 10 wet labs and 13 dry labs/offices in BVC— 59% of leasable space. Two floors of the west wing of the BioVentures Center have been fit out for those UI units previously housed in Oakdale Hall. These units are associated with research centers reporting to the Colleges of Public Health and Pharmacy and the Office of the Vice President for Research.

Technology Innovation Center (TIC)

The Technology Innovation Center provides office space and a nurturing business environment to new technology-based ventures that do not require wet laboratories. In FY10, TIC reported two new tenants (J&J Solutions and ABMI Group). The occupancy rate for the TIC is at about 83%, 34 of the 40 offices are currently rented. Of the 11 companies in the TIC, 3 of them have UI affiliation.

¹ This includes active companies at the Technology Innovation Center and/or at the UI Research Park, and graduate companies located in Iowa that are still in business.

**FY10 Labor Shed for Affiliated Companies and Anchor Laboratories
UI Research Park, BioVentures Center and Technology Innovation Center**



New Company Formation

Since FY07, 30 companies were formed, resulting in 90 jobs created, some due to support from GIVF. The table below summarizes the number of new companies formed FY07-FY10 and jobs created as a result of increased emphasis on new company formation.

Company	# of Employees	GIVF Gap Funded
Exemplar Genetics*	23	Y
Terpenoid Therapeutics*	4	Y
iOptics	0	Y
Repgenix	0	Y
OMR Sensors	3	Y
ASL Analytical*	4	Y
QI2* - Acquired by VIDA Diagnostics	7	Y
Voltesla	3	Y

Performex	1	Y
Santos Human*	1	Y
Behavioral Diagnostics	1	Y
View Point Molecular Targeting	3	Y
Quad CAD	1	Y
Advanced Infoneering	5	N
JL Meditech*	0	N
Componica*	2	N
Cellular Engineering Technologies*	4	N
Actual Safety, Inc.*	0	N
Soligence Corporation*	0	N
KemPharm*	6	N
The Thomas Group*	1	N
Bio::Neos*	3	Y
InnoMatix*	6	N
Kepa Services*	1	N
Pohaku*	4	N
J&J Solutions*	2	N
ABMI Group*	2	N
CQM Systems*	2	N
Optherion*	1	Y
NGI/Vivakor*	0	N

*Indicates company is in the BVC, TIC and/or UIRP.

Note: Non-Gap funded companies received support from UIRP and/or TIC.

Note also that Optherion, Repgenix, and UIQI2 benefited from Battelle funds

Institutional activities and services which indirectly promote economic development

University of Iowa Research Park, BioVentures Center and Technology Innovation Center

A variety of educational and training programs are offered for UIRP/BVC/TIC tenants and faculty investigators including company marketing techniques and a presentation by Kirkwood Community College on The Iowa New Jobs Training Program. Quarterly roundtables were held at the BioVentures Center. These roundtables are initiated by the Research Park companies. Agenda items cover Park and BVC updates as well as company issues and concerns. The Multi-Purpose Room at the BioVenutres Center was also made available in FY 2010 to over 50 outside groups. In early 2010, ICE held its first annual celebration of achievement for winner of our various elevator pitch and seed grant competitions. This event was attended by state legislators as well as leaders in the business community.

The John Pappajohn Entrepreneurial Center (JPEC)

The University of Iowa's John Pappajohn Entrepreneurial Center (JPEC) offers one of the most comprehensive entrepreneurial education and business support programs in the nation. Featured programs supporting economic development include: providing business consulting services to small companies located across Iowa through its student field study program (53 companies assisted last year); hosting/sponsoring five elevator pitch and business plan competitions to support innovation and new venture creation; supporting the creation and launch of student-based business through the Bedell Entrepreneurship Learning Laboratory (17 offices at full capacity); and delivering entrepreneurial education through academic courses across campus and online, workshops/seminars, and high school teacher training and curriculum. These are detailed in Appendix A of this report.

IOWA Centers senior staff participated in economic development organizations in FY10.

STATEWIDE:

- Iowa Department of Economic Development (IDED)
 - Board, Bioscience Alliance of Iowa (BAI)
 - Board, Iowa Information Technology Council (ITC)
- Iowa Biotechnology Association, Board of Directors
- Technology Association of Iowa, Board of Directors
- Technology Association of Iowa, Panelist Reviewer for TAI annual awards
- Prolog Ventures, Iowa Deal Flow Committee
- Iowa Venture Capital and Entrepreneur Conference, Planning Committee
- Iowa First Capital Fund, Advisory Board
- Entrepreneurial Development Center Board, Member

LOCAL AND REGIONAL:

- Priority One, Board of Directors
- Corridor Business Alliance
- Iowa City Area Development Group, Board of Directors
- Iowa City Area Chamber of Commerce, Member

NATIONAL:

- AUTM- Association for University Technology Managers Board of Directors, Assistant VP of Finance
- AUTM Foundation Board of Directors, Member
- National Science Foundation (NSF) SBIR program, Mentor for Phase I-II awarded startups
- NSF SBIR program, Panelist for Proposal Reviews
- NBIA National Business Incubator Association
- AURP Association of University Research Park and Association of University Midwest Research Park Directors
- COGR – Council on Governmental Relations

Metrics describing UI economic development activity FY10

	FY10
a. Number of disclosures of intellectual property	70
b. Number of patent applications filed	
• U.S. Applications	61
• National Applications	35
• Patent Cooperation	<u>11</u>
• Total Applications	107
c. Number of patents issued	97
d. Number of license and option agreements executed on institutional intellectual property (The 21 license/option agreements were for a total of 46 different UIRF disclosures)	21
• In Iowa	6
e. Number of license and option agreement yielding income	129
f. Revenue to Iowa companies as a result of licensed technology	\$2.03 million
g. Number of startup companies formed	3
• In Iowa	3
h. Number of companies in research parks, incubators and graduates located in Iowa	46
i. Number of new companies in research parks and incubators	3
j. Number of employees in companies in research parks and incubators	2010
k. Royalties and license fee income	\$27 million
l. Total sponsored funding	\$466.5M
m. Corporate sponsored funding for research and economic development	
• In total	\$30.8 million
• In Iowa	\$1.8 million
n. Iowa special appropriations for economic development in the following categories	
• Annual state appropriations for ongoing programs (TIC, ORP and CADD)	\$222,372
• Grow Iowa Values Fund appropriations	\$1,732,500
• Battelle appropriations (FY06; Spent in ensuing years)	\$0
o. Estimated jobs created by SBDC clients	149

Direct and hands-on technical assistance to businesses, faculty investors and entrepreneurs

The University of Iowa Research Foundation

The UIRF aspires to maximize public benefit through commercial use of UI technologies, excellence in commercialization, and long term sustainability. In pursuit of this vision, UIRF's primary functions are:

- Licensing - finding suitable partners for commercializing UI technologies and inventions
- New Ventures - identifying and developing new high growth UI technology spinout companies suitable for venture capital financing
- Intellectual property services - which include protecting UI inventions through patents and copyrights, advising on intellectual property terms for Clinical Trials and Sponsored Research, and executing out-going material transfers

UIRF's economic development emphasis is heavily focused on startup formation. Working directly with UI faculty, entrepreneurs, and investors in selecting, evaluating and developing new companies, these activities include:

- IP analysis for viability of proposed company products
- IP protection strategies and execution; UIRF fronts the cost of IP protection
- Due diligence on the viability of UI spinout companies
- Business model development for UI spinout companies
- Provide *Entrepreneurs-in-Residence* for high new priority UI companies
- Provide gap funding for highest priority projects
- Facilitation of financial investment in the company
- Licensing to UI spinout companies
- Extensive mentoring and education of faculty in new company formation

In FY10 UIRF launched a pilot program called the "seeker" function, with the intention to find and work with key faculty with commercialization potential. This program has evolved into a new UIRF functional unit entitled intellectual property and asset development, and reflects the need to provide funding and industry experts to work with faculty well in advance of invention disclosure. UIRF anticipates that a significant increase in intellectual property with potential for commercialization will result from this early and critical guidance by these industry experts.

As part of this work, UIRF - in collaboration with the ICE and commercial partners (The Entrepreneurial Development Center and Startup Midwest) managed to vet new projects, and fund proof of concept projects that could lead to new company formation. A summary of projects evaluated and forwarded in FY10 along with the commercial status of those projects is indicated in the following table. The 2nd table indicates the market/industry distribution of these funded projects. As expected, a majority of UI technologies fall into human life science related technologies and products.

Commercialization Potential of New Projects Evaluated and Supported in FY10

	Startup	Licensing	Too early to tell commercialization path	No commercial opportunity at this time
High	Baker (✓)	Giangrande	Gopishetty	
	Bishop		Wemmie	
	Prisinzano		Weiss	
	Das (✓)		McCray (Oct'10)	
Medium	Manak (✓)	HawkIRB	Adams (✓)	Shields
	Doddapaneni	Leddy	Herman/Polgreen	
	Schultz		Horswill	
			Anderson-FxRedux (✓)	
Low	Philibert		Leira	Anderson-OsiriX
			Lim (Jan'11)	
			Korovkina	

Bold: FY10 GIVF Seed/Proof of Concept Grant

(✓) - positive experimental results.

Industry segmentation of these Projects

Pharma	Diagnostics	Biopharm	Chemicals	Drug Delivery	Software / Device
Baker	Manak	Giangrande	Das	Lim	Anderson
Wemmie	Doddapaneri	Bishop	Gopishetty		Anderson
Prisinzano	Schultz	Korovkina	Leddy		HawkIRB
Adams	Leira	Horswill			Herman/Polgreen
McCray	Philibert	Weiss			Shields
					Kusiak

Bold: FY10 GIVF Seed/Proof of Concept Grant

A detailed list of these projects is provided in Appendix B. For each project, the resources provided are listed, including proof of concept seed funding, support for obtaining external grants such as an SBIR, entrepreneur-in-residence, industry consultants, and other resources required to move the technology toward commercialization. A number of technologies were evaluated and listed as “under consideration”, and have since moved into supported commercialization projects in FY11.

John Pappajohn Entrepreneurial Center (JPEC)

JPEC provides one-on-one counseling to technology based entrepreneurial companies. JPEC also uses undergraduate and MBA student teams to conduct product assessments, strategic marketing assessments, and other components of an entrepreneurial business plan. Some 53 consulting projects were conducted in FY10. In addition, JPEC supports the efforts of the UIRF to vet and spin out companies based on faculty technology by providing strategic business advice and participating in business development assessments. Several programs related to hands-on technical assistance are described below. For a description of the JPEC programs aimed at supporting Iowa entrepreneurship, please see Appendix A.

- **Iowa Venture Capital and Entrepreneurship Conference** - JPEC is a major sponsor and organizer of the Iowa Venture Capital and Entrepreneurship Conference, in partnership with IDED, the other Pappajohn Centers and Equity Dynamics.
- **FastTrac Entrepreneurial Training Program** – JPEC delivers the nationally acclaimed FastTrac® entrepreneurial training programs of the Ewing Marion Kauffman Foundation of Kansas City. The initiative prepares aspiring entrepreneurs to launch new ventures and existing companies to grow their businesses. Two classes were held in Iowa City in FY10.
- **Seminars/Workshops/Lecture Series** – JPEC hosted over 36 different opportunities last year for students, faculty and persons from the community. In FY10, over 1,700 attendees came to learn from experienced entrepreneurs on a variety of topics including: Technology Export Roundtable, various tax workshops, and Entrepreneurial Boot Camp.
- **Entrepreneurial Ventures Group** – JPEC conducts each year a seminar series, the Entrepreneurial Ventures Group, aimed at aspiring entrepreneurship in students, faculty and members of the community at-large.
- **Wellmark Venture Capital Fund** – JPEC is the regional administrator of the \$5M Wellmark Venture Capital Fund that supports the creation and growth of new businesses throughout the state. JPEC screens applicants, performs due diligence, evaluates business concepts, and assists applicants with their business plans. JPEC partners with area angel investors, equity fund managers, lenders, the Iowa Department of Economic Development, and the Small Business Administration to help business owners secure additional venture funding.
- **Elevator Pitch Competitions** – Two Elevator Pitch Competitions were held with \$45,000 in cash prizes awarded. One contest was open to any current University of Iowa Faculty, Staff, or Graduate Assistant and 53 teams participated in the competition and the winners received \$25,000 in funds. A separate competition was held for UI students in which \$20,000 was awarded to 17 student teams.
- **New Venture Challenge** – The John Pappajohn Entrepreneurial Center and the University of Iowa Research Foundation hosted the Spring 2010 New Venture Challenge with over \$50,000 in cash prizes awarded. The New Venture Challenge was open to all University of Iowa Faculty, Staff and Students, as well as startup companies with principal addresses at the UI Research Park. Over 70 participants registered for this event.

Small Business Development Center

The Small Business Development Center (SBDC) offers one-stop assistance to current and prospective small business owners by providing high quality, one-on-one counseling that is tailored to the needs of individual clients. The SBDC conducts research, counsels, and trains business owners in management, financing, and operating small businesses, and provides comprehensive information services and access to experts in a variety of fields. Educational programs are offered on topics that include taxes, accounting systems, and business planning. It also offers a wide range of training seminars concerning business skills and issues, and assists small businesses in securing Small Business Administration backed loans. In FY10, the SBDC served nearly 400 clients, assisted in 28 startups, and helped clients raise \$12,000,000 in financing and create 149 jobs.

Direct economic development assistance to Iowa communities

John Pappajohn Entrepreneurial Center

- **Distance Certificate in Entrepreneurial Management** – The Certificate in Entrepreneurial Management is available online to students across the State of Iowa as part of Iowa Community College partnerships. Many online students combine The Certificate in Entrepreneurial Management with the UI's Bachelor of Applied Studies (BAS) or Bachelor of Liberal Studies (BLS) in order to earn their undergraduate degree from The University of Iowa. These online opportunities are offered through UI Division of Continuing Education.
- **Business Consulting Services** – JPEC offers business consulting services to entrepreneurial and startup companies around the state.
- **Okoboji Entrepreneurial Institute** – JPEC conducts an annual institute at UI's Lakeside Laboratories at Lake Okoboji that provides hands-on experiential learning for 40 undergraduates from UI, ISU, UNI, Buena Vista College and Iowa Lakes Community College about what it takes to launch an entrepreneurial enterprise.

Corridor Business Alliance

Founded in December 2009, the vision of the Corridor Business Alliance (CBA) is to create a vital regional economy through the creation and growth of business. The CBA will harness and leverage corridor resources to achieve our vision as well as to recruit and keep talent in the region. The alliance is made up of the leaders of Alliant Energy, the Cedar Rapids Area Chamber of Commerce, the Entrepreneurial Development Center, Iowa City Area Chamber of Commerce, Iowa City Area Development Group (ICAD), Kirkwood Community College, MidAmerican Energy, Priority One, Kirkwood's Small Business Development Center, the University of Iowa's Small Business Development Center, Research Foundation and Pappajohn Entrepreneurial Center.

Economic development services provided by the research parks, incubators similar service/ units

The University of Iowa Research Park, BioVentures Center and Technology Innovation Center

Corporate tenants of the Park benefit from sustained relationships with UI in the form of access to specialized research facilities, library access, faculty consultation, research collaboration and access to students as interns and employees. UI resources also provide smaller companies with assistance in business planning, identifying professional service providers, introductions to local and state government agencies and the regional business community, help in identifying potential sources of investment and other funding and communications. For a list of companies and developers associated with the Research Park, BioVentures Center and Technology Innovation Center see Appendix C.

Research Park Magnet Laboratories

In addition to the core university facilities, four specialized UI laboratories reside within the Research Park that provide services on a fee-for-service basis to Park tenants, other Universities and private industry. These units provide Iowa with unique capabilities that IDED and local economic development entities have utilized in recruitment of outside companies to the Park, the region and the state. These facilities include:

Center for Advanced Drug Development (CADD)

The Center for Advanced Drug Development (CADD) is a division of the University of Iowa College of Pharmacy that offers contract analytical and quality assurance services to the pharmaceutical and biotechnology industry. CADD is U.S. Food and Drug Administration (FDA) registered and current Good Manufacturing Practices (cGMP) compliant and works closely with the University of Iowa Pharmaceuticals, housed on the central University campus. The focus of both CADD and UI Pharmaceuticals is the manufacture and control of clinical supplies of new drugs entering initial Phase I clinical trials. They are particularly attractive to smaller pharmaceutical/biotechnology companies that have new drugs moving into the clinic but have not developed their own manufacturing capabilities.

CADD and UI Pharmaceuticals have an extensive recurrent client base of mainly smaller biotechnology companies, manufacturers of pharmaceutical excipients, and a growing pool of U.S. and foreign pharmaceutical firms. CADD and UI Pharmaceuticals are particularly well positioned to work directly with discoveries from Iowa university research laboratories, thereby providing an opportunity to hasten technology transfer and shorten the time to market. The presence of these FDA registered facilities along with the Center for Biocatalysis and Bioprocessing makes UI unique among US universities in its ability to provide this type of infrastructure for pharmaceutical and biological products.

Center for Biocatalysis and Bioprocessing (CBB)

The Center for Biocatalysis and Bioprocessing is a research and education center reporting to the Vice President for Research and Economic Development that links university scientists from 6 different colleges who have focus on biocatalysis and bioprocessing. The Center also performs contract production for the fermentation and bioprocessing of products for the food, alternative energy, bio-pharmaceutical and biotechnology industries and is capable of working from small molecules to complex proteins, including such products as alcohols,

vaccines, antibiotics, anticancer drugs, polymers, biochemicals, enzymes, pharmaceutical intermediates and derivatives of bioactive compounds. It can produce products under Good Laboratory Practices (GLP) conditions at a scale of up to a 1000 liter fermentor, and under U.S. Food and Drug Administration current Good Manufacturing Practices (cGMP) conditions (products produced under cGMP conditions can be used in Phase I human clinical trials) at a scale of up to 300 liters. The CBB is central to the University's efforts to attract biotechnology R&D and industrial fermentation companies to Iowa. The ICE and CBB have worked in close concert with IDED and other Iowa economic development agencies to recruit companies to Iowa. The GIVF funded cGMP laboratories has already put CBB as the leading bioprocessing facility in a US university setting. Since 2006, 6 jobs have been created at CBB. At present, CBB is planning another expansion to build a state of the art fermentation and bioprocessing laboratory to attract Industrial Biotechnology companies involved in biomass-based production of chemicals and fuels. This new facility will position U of Iowa and to attract such companies to build R&D and pilot and manufacturing plants in Iowa.

National Advanced Driving Simulator (NADS)

Using the world's most advanced driving simulator, researchers at the University of Iowa's National Advanced Driving Simulator (NADS) have defined the state-of-the-art in driving simulation, vehicle performance and cognitive systems engineering. This national shared-use facility has working collaborations with federal and state governments, industry, including John Deere, and the military. It is available for use by any group interested in utilizing driving simulation as a tool to advance productivity, promote vehicle safety and foster innovation. Selected projects include studies of cell phone distraction in driving, younger driver risk, affects of pharmaceutical products on driver function, electronic stability control, crash avoidance, development of software for an agricultural equipment driving simulator, and customer satisfaction of ride quality during tractor driving tasks. Collaborators include the federal government, automotive companies and earth moving and agricultural equipment companies, including John Deere.

State Hygienic Laboratory (SHL)

The State Hygienic Laboratory (SHL) has provided health and environmental laboratory services to the State of Iowa for more than 100 years. The SHL performs 175 different clinical laboratory tests in maternal screening, newborn screening, virology, serology, microbiology, molecular biology, blood lead screening and biological and chemical terrorism response. SHL uses state of art chemical, biologic and enzymatic analytical methods. These laboratories also serve as important training facilities and can perform fee for service analyses for companies at the UIRP and throughout Iowa and the midwest. The new 113,665 sq ft State Hygienic Laboratory facility will open in the fall, 2010.

Collaboration for economic development with Iowa entities

Startup Company to Commercialize Animal Models of Human Disease

UI, Trans Ova Genetics of Sioux Center and the IDED have collaborated to support a startup company that develops animal models of human disease, an important tool for the research community in its effort to discover and develop new cures for diseases. The effort began with the work of UI's Michael Welsh, MD, and an investigator who has studied the development of cystic fibrosis (CF) for more than 15 years. Dr. Welsh developed an animal model for this disease as a part of his investigation. The collaboration with Trans Ova Genetics will allow a mechanism for translation for broader use as a research tool. A \$400K Battelle award also supported a part of this development. A new company was formed, Exemplar Genetics, in which Trans Ova owns a minority share and Dr. Welsh serves as a scientific advisor. The IDED is supporting further development of the business via a \$1M forgivable loan awarded to UI to support three related projects: 1) development of a small pig facility to support the work, 2) development of a molecular biology laboratory to support the work, and 3) further R&D into the CF model and perhaps one additional animal model of human disease. Dr. Welsh developed intellectual property that is being licensed to Exemplar by the UIRF as a part of this overall effort. Currently, the company has 23 employees.

Shovel Ready Site Initiative

The Shovel Ready Site Program initiative was being spear-headed by the Iowa City Area Development Group. The program is designed to give the UI Research Park a competitive edge in the site selection marketplace. The goal of the program is to have selected sites "shovel ready" -- connections to utilities and other physical infrastructure, clear swift procedures for permitting and incentive programs that can be quickly applied to a project. The UI Research Park, along with two other area sites, was chosen as a pilot project site. Gaining "shovel ready" certification provides a very positive boost to recruitment of technology based companies to UIRP.

IAWind

The University of Iowa, and particularly the College of Engineering, took the lead in working with IDED to create the Iowa Alliance for Wind Innovation and Novel Development (IAWind), a virtual organization established to promote the wind energy industry in boost to Iowa. This collaboration includes:

- The Regents Universities
- Iowa Community Colleges
- State Agencies (IDED, DNR, Office of Energy Independence)
- Federal Agencies (NSF, DOE)
- Iowa Wind Industries
- Community Partners (Iowa Energy Center, Iowa Wind Energy Association)

The organization comprises components related to policy, research, training and education, and testing facilities. The impetus for this organization arose as the College of Engineering was assisting the Iowa Department of Economic Development in its efforts to recruit wind energy companies to the State, and the need to identify and integrate the state's wind energy assets became obvious. For more information: <http://www.iawind.org>

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Key to Acronyms

CEEE - Center for Energy and Environmental Education

EDC - Executive Development Center

GeoTREE - GeoInformatics Training, Research, Education, and Extension

ICILI - Iowa Center for Immigrant Leadership and Integration

IDM - Institute for Decision Making

IWRC - Iowa Waste Reduction Center

JPEC - John Pappajohn Entrepreneurial Center

MCC - Metal Casting Center

NABL - National Ag-Based Industrial Lubricants

RBC/SBDC - Regional Business Center/Small Business

RRTTC - Recycling and Reuse Technology Transfer

MIS - Materials Innovation Services

SMS - Strategic Marketing Services

STEP - Sustainable Tourism and the Environment Program

R2S - Recreation Research and Service

TPC - Tallgrass Prairie Center

FROM FY 2010

Community or Business	County	State	Industry
POW Workshop in SW Iowa	Adair	IA	ISU Extension 4-H
Governor's EE Conference	Appanoose	IA	Nonprofit
Hannen Park Field Day	Benton	IA	Nonprofit
I-Renew Expo	Benton	IA	Educational Nonprofit
I-Renew Expo	Benton	IA	Educational Nonprofit
Shellsburg Elem Sci Club	Benton	IA	K-12 School
AmeriCorps	Black Hawk	IA	
Bethlehem Lutheran	Black Hawk	IA	Community outreach
Black Hawk County	Black Hawk	IA	County Gov't, Food
Black Hawk County community	Black Hawk	IA	Weatherization
Campus Reuse mtg	Black Hawk	IA	University Group
Campus Reuse mtg	Black Hawk	IA	Solid waste
Cedar Falls	Black Hawk	IA	School
Cedar Falls	Black Hawk	IA	School
Cedar Falls community	Black Hawk	IA	Community outreach
Cedar Falls community	Black Hawk	IA	Community outreach
Cedar Falls community	Black Hawk	IA	Community outreach
Cedar Falls community	Black Hawk	IA	Community outreach
Cedar Falls community	Black Hawk	IA	Community outreach
Cedar Falls community	Black Hawk	IA	Community outreach
Cedar Falls community	Black Hawk	IA	Fundraiser
Cedar Falls community	Black Hawk	IA	Fundraiser
Cedar Falls community	Black Hawk	IA	Community outreach
Cedar Falls community	Black Hawk	IA	Community outreach
Cedar Falls community	Black Hawk	IA	Community outreach
Cedar Falls community	Black Hawk	IA	Community outreach
Cedar Falls community	Black Hawk	IA	Community outreach
Cedar Falls community	Black Hawk	IA	Canvassing
Cedar Falls Community	Black Hawk	IA	Education

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Community or Business	County	State	Industry
Cedar Falls Public Library	Black Hawk	IA	Education
Cedar Falls Solar Olympics	Black Hawk	IA	K-12 School
Cedar River Watershed Coalition	Black Hawk	IA	
Cedar River Watershed Coalition	Black Hawk	IA	
CF ECHOES-Holmes	Black Hawk	IA	K-12 School
CF ECHOES-Peet	Black Hawk	IA	K-12 School
CFU Energy Fair	Black Hawk	IA	Municipal Utility
Community Update Meeting	Black Hawk	IA	Education
Corridor Earth Day Celebration	Black Hawk	IA	Education
Del Christensen Turkmenistan tour	Black Hawk	IA	Educational Nonprofit
Dike-New Hartford Schools	Black Hawk	IA	K-12 School, Food
Dunkerton Girl Scouts	Black Hawk	IA	Girl Scouts USA
EcoChicks, Hartman Nature Reserve	Black Hawk	IA	Education
Environmental Issues Instruction (eii)	Black Hawk	IA	K-12 School
Farm to school Training	Black Hawk	IA	
Farmers' Market	Black Hawk	IA	Education
Girl Scout Meeting	Black Hawk	IA	Girl Scouts USA
Girl Scout Race @ CEEE	Black Hawk	IA	Girl Scouts USA
Girl Scouts Overnight	Black Hawk	IA	Nonprofit
Girl Scouts Overnight	Black Hawk	IA	Nonprofit
Golden Grad Tour	Black Hawk	IA	College or University
Green AmeriCorps	Black Hawk	IA	Nonprofit
Green AmeriCorps Training	Black Hawk	IA	Nonprofit
Green AmeriCorps Training	Black Hawk	IA	Nonprofit
Green AmeriCorps Training	Black Hawk	IA	Nonprofit
Green AmeriCorps Training	Black Hawk	IA	Nonprofit
Green AmeriCorps Training	Black Hawk	IA	Nonprofit
Green Shopping	Black Hawk	IA	Education
Green Shopping	Black Hawk	IA	College or University
Habitat for Humanity	Black Hawk	IA	Community outreach
Habitat for Humanity Presentation	Black Hawk	IA	Education
Hartman Nature Reserve	Black Hawk	IA	Community outreach
Harvest Vineyard	Black Hawk	IA	Education
Hudson Community	Black Hawk	IA	Education
Hudson Industrial Tech	Black Hawk	IA	K-12 School
Iowa Energy Board	Black Hawk	IA	Education
Iowa Math & Sci Acadeemy	Black Hawk	IA	Educational Nonprofit
Lawther Hall	Black Hawk	IA	education
Lions Club Power Point	Black Hawk	IA	Education

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Community or Business	County	State	Industry
Malcolm Price Lab. Schools	Black Hawk	IA	K-12 School, Food
MREA Solar Training	Black Hawk	Ia	ed/solar
My Waterloo Days	Black Hawk	IA	Education
My Waterloo Days	Black Hawk	IA	Education
My Waterloo Days	Black Hawk	IA	Education
My Waterloo Days	Black Hawk	IA	Fair or Festival
My Waterloo Days	Black Hawk	IA	Fair or Festival
Nature Tales at Hartman Reserve	Black Hawk	IA	Education
North Cedar Neighborhood	Black Hawk	IA	Education
Orange Elem TAG-Waterloo	Black Hawk	IA	K-12 School
Overman Park Neighborhood	Black Hawk	IA	Education
Power of the Wind Training - 4H	Black Hawk	IA	Education
Price Lab Summer Camp	Black Hawk	IA	Education
Price Lab Summer Camp	Black Hawk	IA	K-12 School
Price Lab Summer Camp	Black Hawk	IA	K-12 School
Res, Leaders Assoc	Black Hawk	IA	education
Rider Hall/Energy Team	Black Hawk	IA	education
Southdale Elementary Snow Day	Black Hawk	IA	K-12 School
Sturgis Falls	Black Hawk	IA	Education
Sturgis Falls Day	Black Hawk	IA	Fair or Festival
Trees Forever	Black Hawk	IA	
UNI Capstone Class	Black Hawk	IA	University
UNI Capstone Class	Black Hawk	IA	University
UNI Earth day	Black Hawk	IA	education
UNI Earth Day	Black Hawk	IA	Education
UNI Earth Day	Black Hawk	IA	College or University
UNI Education Camp	Black Hawk	IA	Education
UNI Family Weekend	Black Hawk	IA	University
UNI Project Green	Black Hawk	IA	education
UNI Student Amb	Black Hawk	IA	education
UNI Towers	Black Hawk	IA	education
UNI Wind Event	Black Hawk	IA	University
UNI-CUE	Black Hawk	IA	Nonprofit
Unitarian Church	Black Hawk	IA	Education
Volunteers from Pat's Capstone	Black Hawk	IA	College or University
Waterloo Christian School	Black Hawk	IA	K-12 School, Food
Waterloo community	Black Hawk	IA	Community outreach
Waterloo Community	Black Hawk	IA	Education
Waterloo Community	Black Hawk	IA	Education

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Community or Business	County	State	Industry
Waterloo Community	Black Hawk	IA	Education
Waterloo Community Schools	Black Hawk	IA	K-12 School, Food
Waterloo West HS	Black Hawk	IA	K-12 School
Waterloo West HS	Black Hawk	IA	K-12 School
Waterloo, Shelter Awareness Day	Black Hawk	IA	Education
Weatherization Presentation	Black Hawk	IA	Education
Weatherization/Blitz Tabling, Cedar Falls	Black Hawk	IA	Education
Young Entrepreneurs Camp	Black Hawk	IA	College or University
Young Entrepreneurs Camp	Black Hawk	IA	College or University
Young Professionals, The Cellar	Black Hawk	IA	Education
Young Women on the Move	Black Hawk	IA	YWCA
Youth Entrepreneur Camp	Black Hawk	IA	Education
Environmental Issues Instruction (eii)	Boone	IA	K-12 School
City of Waverly	Bremer	IA	
GS Leader Kick off-Waverly	Bremer	IA	National nonprofit
Janesville Schools	Bremer	IA	K-12 School
Sumner Community Schools	Bremer	IA	K-12 School, Food
Wartburg College	Bremer	IA	College or University
Wartburg College	Bremer	IA	Education
Wartburg Go Green	Bremer	IA	College or University
Waverly Community	Bremer	IA	Education
Waverly Community Schools	Bremer	IA	K-12 School, Food
Waverly Earth Day	Bremer	IA	Utility
Waverly Earth Day	Bremer	IA	Utility
Waverly Fair	Bremer	IA	Education
Waverly Light and Powerfest	Bremer	IA	Education
Environmental Issues Instruction (eii)	Buchanan	IA	K-12 School
Fontana Field Days	Buchanan	IA	ISU Extension
Independence	Buchanan	IA	School
Independence	Buchanan	IA	School
Independence Community Schools	Buchanan	IA	K-12 School, Food
Independence School Carnival	Buchanan	IA	K-12 School
Independence Sci Teacher Wksp	Buchanan	IA	K-12 School
Clarksville Community Schools	Butler	IA	K-12 School, Food
Nashua-Plainfield	Butler	IA	K-12 School, Food
Manson	Calhoun	IA	School
Pomeroy	Calhoun	IA	School
Clear Lake Mini Solar Sprint Race	Cerro Gordo	IA	K-12 School
Clear Lake School District	Cerro Gordo	IA	K-12 School, Food

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Community or Business	County	State	Industry
Prairie Wind RC&D	Cerro Gordo	IA	
Environmental Issues Instruction (eii)	Chickasaw	IA	K-12 School
Fredericksburg Community Schools	Chickasaw	IA	K-12 School, Food
Clinton JSS Race	Clinton	IA	K-12 School
Environmental Issues Instruction (eii)	Clinton	IA	K-12 School
Environmental Issues Instruction (eii)	Delaware	IA	K-12 School
Boy Scouts of America	Delaware	IA	Education
City of Burlington	Des Moines	IA	
Volunteer Awareness Day	Des Moines	IA	Education
REAP CEP grantees	Dickinson	IA	Government
Dubuque Rocket Day-all 6th Grade	Dubuque	IA	K-12 School
Dubuque Sustainability Conference	Dubuque	IA	
Environmental Issues Instruction (eii)	Dubuque	IA	K-12 School
REAP CEP grantees	Dubuque	IA	Government
Environmental Issues Instruction (eii)	Fayette	IA	K-12 School
Olewein Girl Scouts	Fayette	IA	Girl Scouts USA
Environmental Issues Instruction (eii)	Floyd	IA	K-12 School
Webelo Science Day	Floyd	IA	Nonprofit
Webelo's Science Day	Floyd	IA	Education
BCL-UW Community Schools	Grundy	IA	K-12 School, Food
Grundy Center School District	Grundy	IA	K-12 School, Food
Reinbeck Elementary School	Grundy	IA	K-4 School
Garner TAG Solar Car Workshop	Hancock	IA	K-12 School
Eldora-New Providence Schools	Hardin	IA	K-12 School, Food
Environmental Issues Instruction (eii)	Iowa	IA	K-12 School
Farm Energy working Gr.	Iowa	IA	agriculture
City Sustainability coordianators	Johnson	IA	
Iowa City	Johnson	IA	School
Iowa City Community School District	Johnson	IA	K-12 School, Food
REAP CEP grantees	Johnson	IA	Government
Girls Go Global (Girl Scouts)	Johnson	IA	Nonprofit
ITAG Conference	Johnson	IA	Educational Nonprofit
Environmental Issues Instruction (eii)	Jones	IA	K-12 School
Solar Cars with Camp Courageous	Jones	IA	Education
Algona Schools	Kossuth	IA	K-12 School, Food
Alburnett High School	Linn	IA	K-12 School
Cedar Rapids	Linn	IA	School
Cedar Rapids	Linn	IA	School
Cedar Rapids	Linn	IA	School

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Community or Business	County	State	Industry
Cedar Rapids community	Linn	IA	Community outreach
Cedar Rapids community	Linn	IA	Community outreach
Cedar Rapids community	Linn	IA	Community outreach
Cedar Rapids community	Linn	IA	Community outreach
Cedar Rapids community	Linn	IA	Community outreach
Cedar Rapids community	Linn	IA	Fundraiser
Cedar Rapids community	Linn	IA	Fundraiser
Cedar Rapids community	Linn	IA	Canvassing
Cedar Rapids Community	Linn	IA	Education
Cedar Wappie Sierra Club	Linn	IA	
City of Cedar Rapids	Linn	IA	
Eco-fest, Art Festival	Linn	IA	Education
Ecological Footprint Activity	Linn	IA	Education
Energy Fair	Linn	IA	Education
Environmental Issues Instruction (eii)	Linn	IA	K-12 School
Farm Energy working Gr.	Linn	IA	agriculture
Farm Energy working Gr.	Linn	IA	agriculture
Farm Energy Working Group	Linn	IA	
FEWG/REAP wkshp	Linn	IA	agriculture
Girls Go Global	Linn	IA	Education
Girls Go Global	Linn	IA	Education
Habitat for Humanity	Linn	IA	Community outreach
HACAP	Linn	IA	Community outreach
KCRG TV	Linn	IA	
Linn County community	Linn	IA	Weatherization
Linn County Landfil Compost	Linn	IA	Education
Linn County Landfil Compost	Linn	IA	Education
Linn County Landfil Compost	Linn	IA	Education
Mac's Boy Scout Troop	Linn	IA	Education
Priariewoods	Linn	IA	Community outreach
Senator Rob Hogg's meeting	Linn	IA	
Time Check Park	Linn	IA	Community outreach
Time Check Park	Linn	IA	Community outreach
Time Check Park	Linn	IA	Community outreach
Time Check Park	Linn	IA	Community outreach
VITA Event	Linn	IA	Education
Wellington Heights	Linn	IA	Community outreach
WFLA Lodge Presentation	Linn	IA	Education
Women on the Move, YWCA	Linn	IA	Education

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Community or Business	County	State	Industry
REAP CEP grantees	Lousia	IA	Government
Environmental Issues Instruction (eii)	Mahaska	IA	K-12 School
Farmers' Market	Marion	IA	Education
Knoxville	Marion	IA	School
Marshalltown - Rogers	Marshall	IA	K-12 School
Marshalltown - Woodbury	Marshall	IA	K-12 School
Marshalltown CC Lego League	Marshall	IA	Comm College
Marshalltown JSS Race	Marshall	IA	College or University
Marshalltown Pr Share Wind Class	Marshall	IA	College or University
Practical Farmers of Iowa annual conf	Marshall	IA	
REAP CEP grantees	Monona	IA	Non-profit
Environmental Issues Instruction (eii)	Muscatine	IA	K-12 School
Muscatine	Muscatine	IA	School
1000 Friends of Iowa	Polk	IA	
4-H Building	Polk	IA	IA State Fair
Ankeny School District	Polk	IA	K-12 School, Food
Center for Global Env. Research	Polk	IA	
Des Moines Climate Carnival	Polk	IA	Nonprofit
DNR Outdoor Stage & Park Area	Polk	IA	IA State Fair
Family Center	Polk	IA	IA State Fair
Family Center & DNR Areas	Polk	IA	IA State Fair
FEWG/REAP wkshp	Polk	Ia	agriculture
I'll Make Me A World in Iowa	Polk	IA	Cultural Organization
Iowa Public Television-IPTV	Polk	IA	
Iowa Science Tchr Conf	Polk	IA	Educational Association
North Polk Community School District	Polk	IA	K-12 School, Food
State Electrical Bd.	Polk	IA	education/solar
State legislators	Polk	IA	
Farm Energy working Gr.	Poweshiek	IA	agriculture
Bettendorf Science Day	Scott	IA	K-12 School
Davenport	Scott	IA	School
Davenport	Scott	IA	School
Environmental Issues Instruction (eii)	Scott	IA	K-12 School
Genesis Medical Center	Scott	IA	K-12 School, Food
Radish Fair	Scott	IA	Education
Radish Fair	Scott	IA	Fair or Festival
Ames	Story	IA	School
Farm Energy Working Gr.	Story	IA	agriculture
Iowa State University Dining	Story	IA	University, Food

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Community or Business	County	State	Industry
Leopold Center	Story	IA	agriculture
Nevada Community Schools	Story	IA	K-12 School, Food
REAP CEP grantees	Story	IA	Government
Sust. Ag. Seminar at ISU	Story	IA	
City of Ames	Story	IA	
GMG Community Schools	Tama	IA	K-12 School, Food
Iowa Mennonite School	Washington	IA	High School
Mid Prairie Schools	Washington	IA	K-12 School, Food
North Central Kansas Specialty Crop	Washington	KS	
Fort Dodge School District	Webster	IA	K-12 School, Food
REAP CEP grantees	Winneshek	IA	Government
REAP CEP grantees	Woodbury	IA	Government
Northwood-Kensett Workshops	Worth	IA	K-12 School
ICEC Winter Solstice	Statewide	IA	Nonprofit
Black Hawk County	Black Hawk	IA	County Government
Cedar Falls Utilities - Cedar Falls	Black Hawk	IA	Utilities
City of Cedar Falls	Black Hawk	IA	City Government
City of Evansdale	Black Hawk	IA	City Government
City of Waterloo	Black Hawk	IA	City Government
Hawkeye Community College	Black Hawk	IA	College and Universities
Natural Resources Conservation Services	Black Hawk	IA	US Government Agency
Dubuque River Museum	Dubuque	IA	City
ITREES	Linn	IA	City Government
Kirkwood Community College	Linn	IA	College and Universities
Iowa Department of Public Health	Polk	IA	State
John Deere	Polk	IA	Private
Homeland Security	Statewide	IA	US Government Agency
Iowa Department of Natural Resources	Statewide	IA	State Government
Iowa Department of Natural Resources	Statewide	IA	State Government
Iowa Department of Transportation	Statewide	IA	State Government
US Fish and Wildlife Service and NASA	Statewide	IA	US Government Agency
Iowa State University	Story	IA	College and Universities
Black Hawk County Health Department	Black Hawk	IA	Public Health
Career Connections	Black Hawk	IA	Workforce Development
Waterloo-Cedar Falls Chamber of Commerce	Black Hawk	IA	Chamber of Commerce
Upper Des Moines Opportunity (UDMO)	Buena Vista	IA	Social Services
Mercy Medical Center	Cerro Gordo	IA	Health Care
Upper Des Moines Opportunity (UDMO)	Clay	IA	Social Services
Upper Des Moines Opportunity (UDMO)	Dickinson	IA	Social Services

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Upper Des Moines Opportunity (UDMO)	Emmet	IA	Social Services
Upper Des Moines Opportunity (UDMO)	Hamilton	IA	Social Services
Upper Des Moines Opportunity (UDMO)	Humboldt	IA	Social Services
Chariton Chamber of Commerce	Lucas	IA	Chamber of Commerce
Upper Des Moines Opportunity (UDMO)	Lyon	IA	Social Services
Upper Des Moines Opportunity (UDMO)	O'Brien	IA	Social Services
Upper Des Moines Opportunity (UDMO)	Osceola	IA	Social Services
Upper Des Moines Opportunity (UDMO)	Palo Alto	IA	Social Services
Upper Des Moines Opportunity (UDMO)	Plymouth	IA	Social Services
Upper Des Moines Opportunity (UDMO)	Pochahontas	IA	Social Services
Iowa Department of Public Health	Polk	IA	Public Health
Iowa Department of Public Safety	Polk	IA	Iowa State Patrol
Upper Des Moines Opportunity (UDMO)	Sioux	IA	Social Services
Upper Des Moines Opportunity (UDMO)	Webster	IA	Social Services
Upper Des Moines Opportunity (UDMO)	Wright	IA	Social Services
Mid West Partnership	Adair	IA	Regional Economic Development
Western Iowa Advantage	Adair	IA	Regional Economic Development
Main Street Matters, Inc. of Lansing	Allamakee	IA	Economic Development
Northeast Iowa Business Network	Allamakee	IA	Regional Economic Development
Western Iowa Advantage	Audubon	IA	Regional Economic Development
Black Hawk County Dept of Public Health	Black Hawk	IA	Public Health
Cedar Falls, City of	Black Hawk	IA	City Government
Cedar Valley Regional Partnership	Black Hawk	IA	Regional Economic Development
Greater Cedar Valley Alliance	Black Hawk	IA	Economic Development
Waterloo Convention and Visitors Bureau	Black Hawk	IA	Tourism
Waterloo Neighborhood Economic Dev Corp	Black Hawk	IA	Economic Development
Cedar Valley Regional Partnership	Bremer	IA	Regional Economic Development
Buchanan County Economic Development Commission	Buchanan	IA	Economic Development
Cedar Valley Regional Partnership	Buchanan	IA	Regional Economic Development
Cedar Valley Regional Partnership	Butler	IA	Regional Economic Development
Parkersburg Economic Development Corp	Butler	IA	Economic Development
Carroll Area Development Corporation	Carroll	IA	Economic Development
Western Iowa Advantage	Carroll	IA	Regional Economic Development
Eastern Iowa Economic Development Alliance	Cedar	IA	Regional Economic Development
MacNider Art Museum	Cerro Gordo	IA	Non- Profit
North Central Iowa Marketing Alliance	Cerro Gordo		Regional Economic Development
Clarke County Development Corporation	Clarke	IA	Economic Development
Off-Shore Iowa	Clarke	IA	Economic Development

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Community or Business	County	State	Industry
Spencer, City of/Iowa Lakes Corridor	Clay	IA	Economic Development
Clayton County Economic Development	Clayton	IA	Economic Development
Monona Chamber and Development	Clayton	IA	Economic Development
Northeast Iowa Business Network	Clayton	IA	Regional Economic Development
Clinton Area Regional Development	Clinton	IA	Economic Development
DeWitt Development Company	Clinton	IA	Economic Development
Eastern Iowa Economic Development Alliance	Clinton	IA	Regional Economic Development
Western Iowa Advantage	Crawford	IA	Regional Economic Development
Delaware County EDC	Delaware	IA	Economic Development
Northeast Iowa Business Network	Delaware	IA	Regional Economic Development
Fayette County Economic Development	Fayette	IA	Economic Development
Northeast Iowa Business Network	Fayette	IA	Regional Economic Development
Oelwein Chamber & Area Development	Fayette	IA	Economic Development
Off-Shore Iowa	Fayette	IA	Economic Development
Upper Iowa University	Fayette	IA	Economic Development
Charles City Chamber of Commerce	Floyd	IA	City Government
North Central Iowa Marketing Alliance	Franklin	IA	Regional Economic Development
Mid West Partnership	Greene	IA	Regional Economic Development
Western Iowa Advantage	Greene	IA	Regional Economic Development
Cedar Valley Regional Partnership	Grundy	IA	Regional Economic Development
Grundy Center Economic Development	Grundy	IA	Economic Development
Mid West Partnership	Guthrie	IA	Regional Economic Development
Western Iowa Advantage	Guthrie	IA	Regional Economic Development
Webster City Area Development	Hamilton	IA	Economic Development
Webster City, City	Hamilton	IA	City Government
North Central Iowa Marketing Alliance	Hancock	IA	Regional Economic Development
Iowa Falls Area Development Group, Inc.	Hardin	IA	Economic Development
Greater Council Bluffs Area Partnership	Harrison	IA	Regional Economic Development
Mt. Pleasant Area Development Commission	Henry	IA	Economic Development
Off-Shore Iowa	Henry	IA	Regional Economic Development
Western Iowa Advantage	Ida	Sac	Regional Economic Development
Eastern Iowa Economic Development Alliance	Jackson	IA	Regional Economic Development
Fairfield, City of	Jefferson	IA	City Government
Iowa City Area Development Group	Johnson	IA	Economic Development
Greater Council Bluffs Area Partnership	Mills	IA	Regional Economic Development
North Central Iowa Marketing Alliance	Mitchell	IA	Regional Economic Development
Eastern Iowa Economic Development Alliance	Muscatine	IA	Regional Economic Development
Iowa Area Development Group	Polk	IA	Economic Development
Iowa Counties Information Technology Org.	Polk	IA	Technology Association

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Community or Business	County	State	Industry
Professional Developers of Iowa	Polk	IA	Economic Development
Council Bluffs Chamber of Commerce	Pottawattamie	IA	Economic Development
Greater Council Bluffs Area Partnership	Pottawattamie	IA	Regional Economic Development
Montezuman 2020	Poweshiek	IA	Economic Development
Western Iowa Advantage	Sac	IA	Regional Economic Development
Eastern Iowa Economic Development Alliance	Scott	IA	Regional Economic Development
Off-Shore Iowa	Shelby	IA	Economic Development
Shelby County DevelopSource	Shelby	IA	Economic Development
Nevada, City of	Story	IA	City Government
Union County Economic Development Corp	Union	IA	Economic Development
South Central Area Partnership	Wayne	IA	Regional Economic Development
Webster County/Ft. Dodge Development	Webster	IA	Economic Development
North Central Marketing Alliance	Winnebago	IA	Regional Economic Development
Northeast Iowa Business Network	Winneshiek	IA	Regional Economic Development
Sioux City, City of	Woodbury	IA	City Government
North Central Marketing Alliance	Worth	IA	Regional Economic Development
Postville	Allamakee	IA	Wholesale Trade (50-51)
Waukon	Allamakee	IA	Manufacturing (20-39)
Centerville	Appanoose	IA	Services (70-89)
Centerville	Appanoose	IA	Services (70-89)
Centerville	Appanoose	IA	Services (70-89)
Centerville	Appanoose	IA	Services (70-89)
Audubon	Audubon	IA	Manufacturing (20-39)
Belle Plaine	Benton	IA	Wholesale Trade (50-51)
Belle Plaine	Benton	IA	Nonclassified Establishments (99-99)
Vinton	Benton	IA	Services (70-89)
Vinton	Benton	IA	Services (70-89)
Cedar Falls	Black Hawk	IA	Wholesale Trade (50-51)
Cedar Falls	Black Hawk	IA	Finance, Insurance, and Real Estate (60-67)
Cedar Falls	Black Hawk	IA	Services (70-89)
Cedar Falls	Black Hawk	IA	Construction (15-17)
Cedar Falls	Black Hawk	IA	Services (70-89)
Cedar Falls	Black Hawk	IA	Manufacturing (20-39)
Cedar Falls	Black Hawk	IA	Manufacturing (20-39)
Cedar Falls	Black Hawk	IA	Services (70-89)
Cedar Falls	Black Hawk	IA	Manufacturing (20-39)
Cedar Falls	Black Hawk	IA	Services (70-89)
Cedar Falls	Black Hawk	IA	Manufacturing (20-39)

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Community or Business	County	State	Industry
Cedar Falls	Black Hawk	IA	Construction (15-17)
Cedar Falls	Black Hawk	IA	Finance, Insurance, and Real Estate (60-67)
Cedar Falls	Black Hawk	IA	Manufacturing (20-39)
Dunkerton	Black Hawk	IA	Transportation and Public Utilities (40-49)
Evansdale	Black Hawk	IA	Services (70-89)
Evansdale	Black Hawk	IA	Retail Trade (52-59)
Evansdale	Black Hawk	IA	Wholesale Trade (50-51)
Evansdale	Black Hawk	IA	Wholesale Trade (50-51)
Hudson	Black Hawk	IA	Manufacturing (20-39)
Hudson	Black Hawk	IA	Manufacturing (20-39)
Waterloo	Black Hawk	IA	Manufacturing (20-39)
Waterloo	Black Hawk	IA	Manufacturing (20-39)
Waterloo	Black Hawk	IA	Manufacturing (20-39)
Waterloo	Black Hawk	IA	Agriculture, Forestry, and Fishing (01-09)
Waterloo	Black Hawk	IA	Manufacturing (20-39)
Waterloo	Black Hawk	IA	Services (70-89)
Waterloo	Black Hawk	IA	Manufacturing (20-39)
Waterloo	Black Hawk	IA	Manufacturing (20-39)
Waterloo	Black Hawk	IA	Manufacturing (20-39)
Waterloo	Black Hawk	IA	Manufacturing (20-39)
Waterloo	Black Hawk	IA	Manufacturing (20-39)
Waterloo	Black Hawk	IA	Services (70-89)
Waterloo	Black Hawk	IA	Manufacturing (20-39)
Waterloo	Black Hawk	IA	Wholesale Trade (50-51)
Waterloo	Black Hawk	IA	Manufacturing (20-39)
Boone	Boone	IA	Retail Trade (52-59)
Boone	Boone	IA	Services (70-89)
Boone	Boone	IA	Services (70-89)
Boone	Boone	IA	Services (70-89)
Boone	Boone	IA	Services (70-89)
Denver	Bremer	IA	Manufacturing (20-39)
Denver	Bremer	IA	Services (70-89)
Denver	Bremer	IA	Services (70-89)
Denver	Bremer	IA	Manufacturing (20-39)
Janesville	Bremer	IA	Manufacturing (20-39)
Sumner	Bremer	IA	Services (70-89)
Sumner	Bremer	IA	Wholesale Trade (50-51)
Sumner	Bremer	IA	Wholesale Trade (50-51)

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Community or Business	County	State	Industry
Sumner	Bremer	IA	Wholesale Trade (50-51)
Waverly	Bremer	IA	Services (70-89)
Waverly	Bremer	IA	Manufacturing (20-39)
Waverly	Bremer	IA	Wholesale Trade (50-51)
Waverly	Bremer	IA	Services (70-89)
Waverly	Bremer	IA	Services (70-89)
Waverly	Bremer	IA	Services (70-89)
Waverly	Bremer	IA	Manufacturing (20-39)
Waverly	Bremer	IA	Wholesale Trade (50-51)
Fairbank	Buchanan	IA	Services (70-89)
Independence	Buchanan	IA	Manufacturing (20-39)
Newell	Buena Vista	IA	Manufacturing (20-39)
Storm Lake	Buena Vista	IA	Services (70-89)
Storm Lake	Buena Vista	IA	Retail Trade (52-59)
Shell Rock	Butler	IA	Services (70-89)
Shell Rock	Butler	IA	Services (70-89)
Breda	Carroll	IA	Wholesale Trade (50-51)
Carroll	Carroll	IA	Retail Trade (52-59)
Carroll	Carroll	IA	Retail Trade (52-59)
Carroll	Carroll	IA	Retail Trade (52-59)
Carroll	Carroll	IA	Services (70-89)
Carroll	Carroll	IA	Retail Trade (52-59)
Carroll	Carroll	IA	Services (70-89)
Lidderdale	Carroll	IA	Wholesale Trade (50-51)
Manning	Carroll	IA	Services (70-89)
Manning	Carroll	IA	Services (70-89)
Manning	Carroll	IA	Services (70-89)
Manning	Carroll	IA	Services (70-89)
Atlantic	Cass	IA	Construction (15-17)
Atlantic	Cass	IA	Services (70-89)
Atlantic	Cass	IA	Services (70-89)
Atlantic	Cass	IA	Public Administration (91-97)
Durant	Cedar	IA	Manufacturing (20-39)
Clear Lake	Cerro Gordo	IA	Wholesale Trade (50-51)
Mason City	Cerro Gordo	IA	Services (70-89)
Mason City	Cerro Gordo	IA	Services (70-89)
Mason City	Cerro Gordo	IA	Services (70-89)

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Community or Business	County	State	Industry
Mason City	Cerro Gordo	IA	Services (70-89)
Mason City	Cerro Gordo	IA	Services (70-89)
Mason City	Cerro Gordo	IA	Services (70-89)
Aurelia	Cherokee	IA	Manufacturing (20-39)
Cherokee	Cherokee	IA	Manufacturing (20-39)
Marcus	Cherokee	IA	Services (70-89)
Marcus	Cherokee	IA	Services (70-89)
Nashua	Chickasaw	IA	Services (70-89)
Nashua	Chickasaw	IA	Services (70-89)
New Hampton	Chickasaw	IA	Manufacturing (20-39)
New Hampton	Chickasaw	IA	Services (70-89)
New Hampton	Chickasaw	IA	Manufacturing (20-39)
New Hampton	Chickasaw	IA	Services (70-89)
New Hampton	Chickasaw	IA	Manufacturing (20-39)
New Hampton	Chickasaw	IA	Manufacturing (20-39)
New Hampton	Chickasaw	IA	Manufacturing (20-39)
New Hampton	Chickasaw	IA	Services (70-89)
Dickens	Clay	IA	Manufacturing (20-39)
Spencer	Clay	IA	Manufacturing (20-39)
Spencer	Clay	IA	Manufacturing (20-39)
Webb	Clay	IA	Wholesale Trade (50-51)
Edgewood	Clayton	IA	Manufacturing (20-39)
Edgewood	Clayton	IA	Manufacturing (20-39)
Elkader	Clayton	IA	Services (70-89)
Elkader	Clayton	IA	Services (70-89)
Elkader	Clayton	IA	Services (70-89)
Elkader	Clayton	IA	Services (70-89)
Garnavillo	Clayton	IA	Retail Trade (52-59)
Garnavillo	Clayton	IA	Services (70-89)
Guttenberg	Clayton	IA	Manufacturing (20-39)
Guttenberg	Clayton	IA	Retail Trade (52-59)
Monona	Clayton	IA	Manufacturing (20-39)
Monona	Clayton	IA	Services (70-89)
Monona	Clayton	IA	Manufacturing (20-39)
Monona	Clayton	IA	Transportation and Public Utilities (40-49)
Strawberry Point	Clayton	IA	Manufacturing (20-39)
Camanche	Clinton	IA	Manufacturing (20-39)

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Community or Business	County	State	Industry
Clinton	Clinton	IA	Services (70-89)
Clinton	Clinton	IA	Manufacturing (20-39)
Clinton	Clinton	IA	Retail Trade (52-59)
Clinton	Clinton	IA	Wholesale Trade (50-51)
De Witt	Clinton	IA	Services (70-89)
De Witt	Clinton	IA	Manufacturing (20-39)
De Witt	Clinton	IA	Services (70-89)
Denison	Crawford	IA	Retail Trade (52-59)
Denison	Crawford	IA	Manufacturing (20-39)
Denison	Crawford	IA	Services (70-89)
Denison	Crawford	IA	Manufacturing (20-39)
Denison	Crawford	IA	Retail Trade (52-59)
Denison	Crawford	IA	Services (70-89)
Denison	Crawford	IA	Services (70-89)
Perry	Dallas	IA	Manufacturing (20-39)
Earlville	Delaware	IA	Wholesale Trade (50-51)
Earlville	Delaware	IA	Manufacturing (20-39)
Earlville	Delaware	IA	Retail Trade (52-59)
Manchester	Delaware	IA	Manufacturing (20-39)
Burlington	Des Moines	IA	Manufacturing (20-39)
Burlington	Des Moines	IA	Services (70-89)
Burlington	Des Moines	IA	Services (70-89)
Burlington	Des Moines	IA	Manufacturing (20-39)
Burlington	Des Moines	IA	Services (70-89)
West Burlington	Des Moines	IA	Services (70-89)
Milford	Dickinson	IA	Services (70-89)
Milford	Dickinson	IA	Services (70-89)
Spirit Lake	Dickinson	IA	Services (70-89)
Cascade	Dubuque	IA	Manufacturing (20-39)
Dubuque	Dubuque	IA	Retail Trade (52-59)
Dubuque	Dubuque	IA	Services (70-89)
Dubuque	Dubuque	IA	Services (70-89)
Dubuque	Dubuque	IA	Services (70-89)
Dubuque	Dubuque	IA	Retail Trade (52-59)
Dubuque	Dubuque	IA	Retail Trade (52-59)
Dubuque	Dubuque	IA	Services (70-89)
Dubuque	Dubuque	IA	Retail Trade (52-59)

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Community or Business	County	State	Industry
Dubuque	Dubuque	IA	Services (70-89)
Durango	Dubuque	IA	Services (70-89)
Durango	Dubuque	IA	Services (70-89)
Dyersville	Dubuque	IA	Manufacturing (20-39)
Dyersville	Dubuque	IA	Services (70-89)
Dyersville	Dubuque	IA	Construction (15-17)
Dyersville	Dubuque	IA	Services (70-89)
Dyersville	Dubuque	IA	Manufacturing (20-39)
Epworth	Dubuque	IA	Services (70-89)
Epworth	Dubuque	IA	Services (70-89)
Holy Cross	Dubuque	IA	Services (70-89)
Holy Cross	Dubuque	IA	Services (70-89)
Estherville	Emmet	IA	Retail Trade (52-59)
Estherville	Emmet	IA	Retail Trade (52-59)
Arlington	Fayette	IA	Wholesale Trade (50-51)
Oelwein	Fayette	IA	Services (70-89)
Oelwein	Fayette	IA	Services (70-89)
Oelwein	Fayette	IA	Services (70-89)
Oelwein	Fayette	IA	Manufacturing (20-39)
Oelwein	Fayette	IA	Manufacturing (20-39)
Oelwein	Fayette	IA	Manufacturing (20-39)
Oelwein	Fayette	IA	Manufacturing (20-39)
West Union	Fayette	IA	Manufacturing (20-39)
Charles City	Floyd	IA	Services (70-89)
Charles City	Floyd	IA	Services (70-89)
Rockford	Floyd	IA	Services (70-89)
Rockford	Floyd	IA	Services (70-89)
Hampton	Franklin	IA	Services (70-89)
Jefferson	Greene	IA	Manufacturing (20-39)
Conrad	Grundy	IA	Manufacturing (20-39)
Dike	Grundy	IA	Services (70-89)
Dike	Grundy	IA	Services (70-89)
Dike	Grundy	IA	Manufacturing (20-39)
Bagley	Guthrie	IA	Manufacturing (20-39)
Jamaica	Guthrie	IA	Retail Trade (52-59)
Jamaica	Guthrie	IA	Wholesale Trade (50-51)
Webster City	Hamilton	IA	Services (70-89)

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Community or Business	County	State	Industry
Garner	Hancock	IA	Manufacturing (20-39)
Iowa Falls	Hardin	IA	Services (70-89)
Iowa Falls	Hardin	IA	Services (70-89)
Iowa Falls	Hardin	IA	Wholesale Trade (50-51)
Union	Hardin	IA	Services (70-89)
Dunlap	Harrison	IA	Services (70-89)
Missouri Valley	Harrison	IA	Transportation and Public Utilities (40-49)
Mount Pleasant	Henry	IA	Services (70-89)
Mount Pleasant	Henry	IA	Manufacturing (20-39)
Mount Pleasant	Henry	IA	Services (70-89)
Gilmore City	Humboldt	IA	Manufacturing (20-39)
Humboldt	Humboldt	IA	Manufacturing (20-39)
Humboldt	Humboldt	IA	Services (70-89)
Humboldt	Humboldt	IA	Manufacturing (20-39)
Humboldt	Humboldt	IA	Manufacturing (20-39)
Humboldt	Humboldt	IA	Manufacturing (20-39)
Humboldt	Humboldt	IA	Manufacturing (20-39)
Amana	Iowa	IA	Transportation and Public Utilities (40-49)
Amana	Iowa	IA	Agriculture, Forestry, and Fishing (01-09)
Williamsburg	Iowa	IA	Retail Trade (52-59)
Maquoketa	Jackson	IA	Wholesale Trade (50-51)
Maquoketa	Jackson	IA	Manufacturing (20-39)
Maquoketa	Jackson	IA	Transportation and Public Utilities (40-49)
Miles	Jackson	IA	Wholesale Trade (50-51)
Newton	Jasper	IA	Retail Trade (52-59)
Sully	Jasper	IA	Services (70-89)
Sully	Jasper	IA	Services (70-89)
Fairfield	Jefferson	IA	Services (70-89)
Fairfield	Jefferson	IA	Services (70-89)
Fairfield	Jefferson	IA	Manufacturing (20-39)
Fairfield	Jefferson	IA	Services (70-89)
Libertyville	Jefferson	IA	Services (70-89)
Libertyville	Jefferson	IA	Retail Trade (52-59)
Packwood	Jefferson	IA	Services (70-89)
Packwood	Jefferson	IA	Services (70-89)
Coralville	Johnson	IA	Agriculture, Forestry, and Fishing (01-09)
Iowa City	Johnson	IA	Services (70-89)

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Community or Business	County	State	Industry
Iowa City	Johnson	IA	Services (70-89)
Iowa City	Johnson	IA	Services (70-89)
Iowa City	Johnson	IA	Services (70-89)
North Liberty	Johnson	IA	Services (70-89)
North Liberty	Johnson	IA	Services (70-89)
Solon	Johnson	IA	Manufacturing (20-39)
Swisher	Johnson	IA	Agriculture, Forestry, and Fishing (01-09)
Monticello	Jones	IA	Manufacturing (20-39)
Monticello	Jones	IA	Wholesale Trade (50-51)
Monticello	Jones	IA	Services (70-89)
Monticello	Jones	IA	Manufacturing (20-39)
Hedrick	Keokuk	IA	Services (70-89)
Hedrick	Keokuk	IA	Services (70-89)
Keota	Keokuk	IA	Manufacturing (20-39)
Richland	Keokuk	IA	Services (70-89)
Richland	Keokuk	IA	Services (70-89)
Sigourney	Keokuk	IA	Services (70-89)
Sigourney	Keokuk	IA	Services (70-89)
Sigourney	Keokuk	IA	Manufacturing (20-39)
Algona	Kossuth	IA	Retail Trade (52-59)
Algona	Kossuth	IA	Retail Trade (52-59)
Algona	Kossuth	IA	Services (70-89)
Algona	Kossuth	IA	Services (70-89)
Algona	Kossuth	IA	Services (70-89)
Algona	Kossuth	IA	Services (70-89)
Fenton	Kossuth	IA	Services (70-89)
Fenton	Kossuth	IA	Services (70-89)
Lone Rock	Kossuth	IA	Wholesale Trade (50-51)
Whittemore	Kossuth	IA	Services (70-89)
Whittemore	Kossuth	IA	Services (70-89)
Fort Madison	Lee	IA	Services (70-89)
Fort Madison	Lee	IA	Manufacturing (20-39)
Fort Madison	Lee	IA	Services (70-89)
Houghton	Lee	IA	Wholesale Trade (50-51)
Keokuk	Lee	IA	Services (70-89)
Keokuk	Lee	IA	Services (70-89)
West Point	Lee	IA	Services (70-89)

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Community or Business	County	State	Industry
West Point	Lee	IA	Services (70-89)
Cedar Rapids	Linn	IA	Manufacturing (20-39)
Cedar Rapids	Linn	IA	Services (70-89)
Cedar Rapids	Linn	IA	Mining (10-14)
Cedar Rapids	Linn	IA	Construction (15-17)
Central City	Linn	IA	Manufacturing (20-39)
Coggon	Linn	IA	Wholesale Trade (50-51)
Lisbon	Linn	IA	Services (70-89)
Lisbon	Linn	IA	Services (70-89)
Marion	Linn	IA	Services (70-89)
Marion	Linn	IA	Manufacturing (20-39)
Marion	Linn	IA	Services (70-89)
Marion	Linn	IA	Manufacturing (20-39)
Marion	Linn	IA	Services (70-89)
Marion	Linn	IA	Manufacturing (20-39)
Marion	Linn	IA	Services (70-89)
Marion	Linn	IA	Manufacturing (20-39)
Marion	Linn	IA	Manufacturing (20-39)
Prairieburg	Linn	IA	Wholesale Trade (50-51)
Springville	Linn	IA	Manufacturing (20-39)
Wapello	Louisa	IA	Manufacturing (20-39)
Wapello	Louisa	IA	Manufacturing (20-39)
Lucas	Lucas	IA	Manufacturing (20-39)
George	Lyon	IA	Manufacturing (20-39)
George	Lyon	IA	Services (70-89)
George	Lyon	IA	Services (70-89)
Inwood	Lyon	IA	Services (70-89)
Inwood	Lyon	IA	Services (70-89)
Rock Rapids	Lyon	IA	Services (70-89)
Rock Rapids	Lyon	IA	Services (70-89)
Winterset	Madison	IA	Manufacturing (20-39)
Oskaloosa	Mahaska	IA	Retail Trade (52-59)
Oskaloosa	Mahaska	IA	Retail Trade (52-59)
Otley	Marion	IA	Services (70-89)
Otley	Marion	IA	Services (70-89)
Pella	Marion	IA	Manufacturing (20-39)
Pella	Marion	IA	Manufacturing (20-39)

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Community or Business	County	State	Industry
Pella	Marion	IA	Manufacturing (20-39)
Pella	Marion	IA	Services (70-89)
Pella	Marion	IA	Manufacturing (20-39)
Pella	Marion	IA	Services (70-89)
Pella	Marion	IA	Manufacturing (20-39)
Pella	Marion	IA	Services (70-89)
Pella	Marion	IA	Services (70-89)
Pella	Marion	IA	Manufacturing (20-39)
Pella	Marion	IA	Retail Trade (52-59)
Pella	Marion	IA	Services (70-89)
Pella	Marion	IA	Services (70-89)
Pella	Marion	IA	Retail Trade (52-59)
Marshalltown	Marshall	IA	Retail Trade (52-59)
Marshalltown	Marshall	IA	Services (70-89)
Marshalltown	Marshall	IA	Services (70-89)
Marshalltown	Marshall	IA	Retail Trade (52-59)
State Center	Marshall	IA	Services (70-89)
State Center	Marshall	IA	Services (70-89)
Osage	Mitchell	IA	Services (70-89)
Osage	Mitchell	IA	Services (70-89)
Osage	Mitchell	IA	Services (70-89)
Osage	Mitchell	IA	Manufacturing (20-39)
Osage	Mitchell	IA	Manufacturing (20-39)
Osage	Mitchell	IA	Services (70-89)
Osage	Mitchell	IA	Manufacturing (20-39)
Red Oak	Montgomery	IA	Manufacturing (20-39)
Red Oak	Montgomery	IA	Manufacturing (20-39)
Villisca	Montgomery	IA	Services (70-89)
Villisca	Montgomery	IA	Services (70-89)
Atalissa	Muscatine	IA	Nonclassified Establishments (99-99)
Atalissa	Muscatine	IA	Nonclassified Establishments (99-99)
Moscow	Muscatine	IA	Manufacturing (20-39)
Moscow	Muscatine	IA	Manufacturing (20-39)
Muscatine	Muscatine	IA	Manufacturing (20-39)
Muscatine	Muscatine	IA	Manufacturing (20-39)
Muscatine	Muscatine	IA	Services (70-89)
Muscatine	Muscatine	IA	Manufacturing (20-39)

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Community or Business	County	State	Industry
Muscatine	Muscatine	IA	Manufacturing (20-39)
Muscatine	Muscatine	IA	Services (70-89)
Muscatine	Muscatine	IA	Retail Trade (52-59)
Muscatine	Muscatine	IA	Manufacturing (20-39)
Muscatine	Muscatine	IA	Manufacturing (20-39)
Muscatine	Muscatine	IA	Manufacturing (20-39)
Muscatine	Muscatine	IA	Retail Trade (52-59)
Muscatine	Muscatine	IA	Transportation and Public Utilities (40-49)
West Liberty	Muscatine	IA	Manufacturing (20-39)
Wilton	Muscatine	IA	Manufacturing (20-39)
Wilton	Muscatine	IA	Manufacturing (20-39)
Wilton	Muscatine	IA	Manufacturing (20-39)
Wilton	Muscatine	IA	Manufacturing (20-39)
Sanborn	O'Brien	IA	Services (70-89)
Sanborn	O'Brien	IA	Services (70-89)
Sheldon	O'Brien	IA	Services (70-89)
Sheldon	O'Brien	IA	Services (70-89)
Shenandoah	Page	IA	Construction (15-17)
Shenandoah	Page	IA	Construction (15-17)
Ayrshire	Palo Alto	IA	Manufacturing (20-39)
Emmetsburg	Palo Alto	IA	Services (70-89)
Emmetsburg	Palo Alto	IA	Services (70-89)
Graettinger	Palo Alto	IA	Manufacturing (20-39)
Le Mars	Plymouth	IA	Retail Trade (52-59)
Le Mars	Plymouth	IA	Retail Trade (52-59)
Le Mars	Plymouth	IA	Manufacturing (20-39)
Laurens	Pocahontas	IA	Manufacturing (20-39)
Laurens	Pocahontas	IA	Manufacturing (20-39)
Pocahontas	Pocahontas	IA	Services (70-89)
Pocahontas	Pocahontas	IA	Services (70-89)
Ankeny	Polk	IA	Services (70-89)
Ankeny	Polk	IA	Services (70-89)
Des Moines	Polk	IA	Services (70-89)
Des Moines	Polk	IA	Services (70-89)
Des Moines	Polk	IA	Retail Trade (52-59)
Des Moines	Polk	IA	Services (70-89)
Des Moines	Polk	IA	Services (70-89)

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Community or Business	County	State	Industry
Des Moines	Polk	IA	Services (70-89)
Des Moines	Polk	IA	Services (70-89)
Des Moines	Polk	IA	Retail Trade (52-59)
Grinnell	Poweshiek	IA	Services (70-89)
Grinnell	Poweshiek	IA	Services (70-89)
Grinnell	Poweshiek	IA	Wholesale Trade (50-51)
Grinnell	Poweshiek	IA	Services (70-89)
Grinnell	Poweshiek	IA	Services (70-89)
Grinnell	Poweshiek	IA	Manufacturing (20-39)
Grinnell	Poweshiek	IA	Manufacturing (20-39)
Montezuma	Poweshiek	IA	Manufacturing (20-39)
Montezuma	Poweshiek	IA	Services (70-89)
Montezuma	Poweshiek	IA	Services (70-89)
Ellston	Ringgold	IA	Manufacturing (20-39)
Lake View	Sac	IA	Manufacturing (20-39)
Lake View	Sac	IA	Manufacturing (20-39)
Bettendorf	Scott	IA	Mining (10-14)
Bettendorf	Scott	IA	Manufacturing (20-39)
Bettendorf	Scott	IA	Services (70-89)
Bettendorf	Scott	IA	Manufacturing (20-39)
Bettendorf	Scott	IA	Manufacturing (20-39)
Bettendorf	Scott	IA	Services (70-89)
Bettendorf	Scott	IA	Manufacturing (20-39)
Bettendorf	Scott	IA	Manufacturing (20-39)
Blue Grass	Scott	IA	Manufacturing (20-39)
Blue Grass	Scott	IA	Transportation and Public Utilities (40-49)
Blue Grass	Scott	IA	Transportation and Public Utilities (40-49)
Davenport	Scott	IA	Retail Trade (52-59)
Davenport	Scott	IA	Manufacturing (20-39)
Davenport	Scott	IA	Services (70-89)
Davenport	Scott	IA	Services (70-89)
Davenport	Scott	IA	Retail Trade (52-59)
Davenport	Scott	IA	Manufacturing (20-39)
Davenport	Scott	IA	Manufacturing (20-39)
Davenport	Scott	IA	Manufacturing (20-39)
Davenport	Scott	IA	Manufacturing (20-39)
Davenport	Scott	IA	Manufacturing (20-39)
Davenport	Scott	IA	Construction (15-17)

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Community or Business	County	State	Industry
Davenport	Scott	IA	Services (70-89)
Davenport	Scott	IA	Services (70-89)
Davenport	Scott	IA	Services (70-89)
Davenport	Scott	IA	Services (70-89)
Davenport	Scott	IA	Manufacturing (20-39)
Eldridge	Scott	IA	Services (70-89)
Eldridge	Scott	IA	Manufacturing (20-39)
Eldridge	Scott	IA	Manufacturing (20-39)
Eldridge	Scott	IA	Services (70-89)
Eldridge	Scott	IA	Retail Trade (52-59)
Le Claire	Scott	IA	Manufacturing (20-39)
Elk Horn	Shelby	IA	Services (70-89)
Elk Horn	Shelby	IA	Services (70-89)
Elk Horn	Shelby	IA	Services (70-89)
Elk Horn	Shelby	IA	Services (70-89)
Harlan	Shelby	IA	Services (70-89)
Harlan	Shelby	IA	Services (70-89)
Hull	Sioux	IA	Services (70-89)
Hull	Sioux	IA	Services (70-89)
Orange City	Sioux	IA	Services (70-89)
Orange City	Sioux	IA	Manufacturing (20-39)
Orange City	Sioux	IA	Services (70-89)
Orange City	Sioux	IA	Manufacturing (20-39)
Rock Valley	Sioux	IA	Services (70-89)
Rock Valley	Sioux	IA	Services (70-89)
Sioux Center	Sioux	IA	Services (70-89)
Sioux Center	Sioux	IA	Services (70-89)
Sioux Center	Sioux	IA	Services (70-89)
Sioux Center	Sioux	IA	Services (70-89)
Sioux Center	Sioux	IA	Services (70-89)
Sioux Center	Sioux	IA	Manufacturing (20-39)
Sioux Center	Sioux	IA	Wholesale Trade (50-51)
Sioux Center	Sioux	IA	Services (70-89)
Sioux Center	Sioux	IA	Services (70-89)
Sioux Center	Sioux	IA	Services (70-89)
Ames	Story	IA	Services (70-89)
Ames	Story	IA	Services (70-89)

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Community or Business	County	State	Industry
Ames	Story	IA	Services (70-89)
Ames	Story	IA	Services (70-89)
Ames	Story	IA	Construction (15-17)
Ames	Story	IA	Retail Trade (52-59)
Ames	Story	IA	Retail Trade (52-59)
Ames	Story	IA	Manufacturing (20-39)
Gilbert	Story	IA	Services (70-89)
Gilbert	Story	IA	Services (70-89)
Nevada	Story	IA	Services (70-89)
Nevada	Story	IA	Services (70-89)
Roland	Story	IA	Wholesale Trade (50-51)
Creston	Union	IA	Services (70-89)
Creston	Union	IA	Services (70-89)
Creston	Union	IA	Services (70-89)
Birmingham	Van Buren	IA	Services (70-89)
Birmingham	Van Buren	IA	Services (70-89)
Douds	Van Buren	IA	Services (70-89)
Douds	Van Buren	IA	Services (70-89)
Farmington	Van Buren	IA	Services (70-89)
Farmington	Van Buren	IA	Services (70-89)
Keosauqua	Van Buren	IA	Services (70-89)
Keosauqua	Van Buren	IA	Services (70-89)
Stockport	Van Buren	IA	Services (70-89)
Stockport	Van Buren	IA	Services (70-89)
Eddyville	Wapello	IA	Manufacturing (20-39)
Ottumwa	Wapello	IA	Services (70-89)
Ottumwa	Wapello	IA	Services (70-89)
Ottumwa	Wapello	IA	Services (70-89)
Ottumwa	Wapello	IA	Services (70-89)
Ottumwa	Wapello	IA	Services (70-89)
Ottumwa	Wapello	IA	Services (70-89)
Ottumwa	Wapello	IA	Services (70-89)
Ottumwa	Wapello	IA	Services (70-89)
Ottumwa	Wapello	IA	Services (70-89)
Carlisle	Warren	IA	Manufacturing (20-39)
Cumming	Warren	IA	Services (70-89)
Cumming	Warren	IA	Services (70-89)
Indianola	Warren	IA	Services (70-89)

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Community or Business	County	State	Industry
Indianola	Warren	IA	Services (70-89)
Indianola	Warren	IA	Services (70-89)
Indianola	Warren	IA	Services (70-89)
Lacona	Warren	IA	Wholesale Trade (50-51)
Martensdale	Warren	IA	Services (70-89)
Martensdale	Warren	IA	Services (70-89)
Washington	Washington	IA	Manufacturing (20-39)
Washington	Washington	IA	Services (70-89)
Washington	Washington	IA	Services (70-89)
Fort Dodge	Webster	IA	Manufacturing (20-39)
Fort Dodge	Webster	IA	Services (70-89)
Fort Dodge	Webster	IA	Manufacturing (20-39)
Fort Dodge	Webster	IA	Services (70-89)
Fort Dodge	Webster	IA	Manufacturing (20-39)
Fort Dodge	Webster	IA	Services (70-89)
Fort Dodge	Webster	IA	Services (70-89)
Fort Dodge	Webster	IA	Services (70-89)
Fort Dodge	Webster	IA	Services (70-89)
Lake Mills	Winnebago	IA	Wholesale Trade (50-51)
Decorah	Winneshiek	IA	Services (70-89)
Decorah	Winneshiek	IA	Mining (10-14)
Decorah	Winneshiek	IA	Mining (10-14)
Sioux City	Woodbury	IA	Construction (15-17)
Sioux City	Woodbury	IA	Manufacturing (20-39)
Sioux City	Woodbury	IA	Services (70-89)
Sioux City	Woodbury	IA	Manufacturing (20-39)
Sioux City	Woodbury	IA	Services (70-89)
Sioux City	Woodbury	IA	Services (70-89)
Sioux City	Woodbury	IA	Wholesale Trade (50-51)
Sioux City	Woodbury	IA	Retail Trade (52-59)
Sioux City	Woodbury	IA	Services (70-89)
Sioux City	Woodbury	IA	Services (70-89)
Sioux City	Woodbury	IA	Manufacturing (20-39)
Sioux City	Woodbury	IA	Services (70-89)
Sioux City	Woodbury	IA	Services (70-89)
Sioux City	Woodbury	IA	Retail Trade (52-59)
Sioux City	Woodbury	IA	Retail Trade (52-59)

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Community or Business	County	State	Industry
Sioux City	Woodbury	IA	Manufacturing (20-39)
Sioux City	Woodbury	IA	Services (70-89)
Atkins	Benton	IA	clothing
Cedar Falls	Black Hawk	IA	music recording
Cedar Falls	Black Hawk	IA	advertising application
Cedar Falls	Black Hawk	IA	coffee shop
Cedar Falls	Black Hawk	IA	photography
Cedar Falls	Black Hawk	IA	leisure service - skating rink
Cedar Falls	Black Hawk	IA	virtual mall
Cedar Falls	Black Hawk	IA	energy contracting
Cedar Falls	Black Hawk	IA	texting service
Cedar Falls	Black Hawk	IA	mediation and negotiation services
Cedar Falls	Black Hawk	IA	fitness and nutrition
Cedar Falls	Black Hawk	IA	general business
Cedar Falls	Black Hawk	IA	general business
Cedar Falls	Black Hawk	IA	accounting service
Cedar Falls	Black Hawk	IA	e-commerce
Cedar Falls	Black Hawk	IA	yoga studio
Cedar Falls	Black Hawk	IA	coffee and gelato shop
Cedar Falls	Black Hawk	IA	grocery store
Cedar Falls	Black Hawk	IA	turkey production
Cedar Falls	Black Hawk	IA	computer sales
Cedar Falls	Black Hawk	IA	photography and graphic design
Cedar Falls	Black Hawk	IA	wine import
Cedar Falls	Black Hawk	IA	retail photography sales
Cedar Falls	Black Hawk	IA	re-entry program for convicts
Cedar Falls	Black Hawk	IA	lawn and landscaping service
Cedar Falls	Black Hawk	IA	athletic training
Cedar Falls	Black Hawk	IA	construction
Cedar Falls	Black Hawk	IA	graphic design
Cedar Falls	Black Hawk	IA	video and photography
Cedar Falls	Black Hawk	IA	e-commerce, non-profit
Cedar Falls	Black Hawk	IA	QuickBooks assistance
Cedar Falls	Black Hawk	IA	utility monitor regulator
Cedar Falls	Black Hawk	IA	financial services
Cedar Falls	Black Hawk	IA	wind energy
Cedar Falls	Black Hawk	IA	oil wholesale
Cedar Falls	Black Hawk	IA	cleaning service
Cedar Falls	Black Hawk	IA	photography

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Community or Business	County	State	Industry
Cedar Falls	Black Hawk	IA	coffee shop
Cedar Falls	Black Hawk	IA	wedding consultant
Cedar Falls	Black Hawk	IA	e-commerce
Cedar Falls	Black Hawk	IA	lawn care service
Cedar Falls	Black Hawk	IA	franchisee
Cedar Falls	Black Hawk	IA	e-commerce - sports
Cedar Falls	Black Hawk	IA	import - acacia gum
Cedar Falls	Black Hawk	IA	organic pork producer
Cedar Falls	Black Hawk	IA	accounting service
Cedar Falls	Black Hawk	IA	wind energy
Cedar Falls	Black Hawk	IA	non-profit
Cedar Falls	Black Hawk	IA	photography
Cedar Falls	Black Hawk	IA	media transfer
Cedar Falls	Black Hawk	IA	e-commerce - clothing
Cedar Falls	Black Hawk	IA	online service - physical training
Cedar Falls	Black Hawk	IA	senior services
Cedar Falls	Black Hawk	IA	vinyl design - racing
Cedar Falls	Black Hawk	IA	publishing software
Cedar Falls	Black Hawk	IA	yoga studio
Cedar Falls	Black Hawk	IA	online service - community
Cedar Falls	Black Hawk	IA	ultimate frisbee products
Cedar Falls	Black Hawk	IA	general business
Cedar Falls	Black Hawk	IA	performing company
Cedar Falls	Black Hawk	IA	e-commerce - nutrition
Cedar Falls	Black Hawk	IA	outdoor residential painting
Cedar Falls	Black Hawk	IA	management consultant
Cedar Falls	Black Hawk	IA	entrepreneurship
Cedar Falls	Black Hawk	IA	entrepreneurship
Cedar Falls	Black Hawk	IA	website - vet clinic
Cedar Falls	Black Hawk	IA	entrepreneurship
Cedar Falls	Black Hawk	IA	entrepreneurship (invention)
Cedar Falls	Black Hawk	IA	construction
Cedar Falls	Black Hawk	IA	general business
Cedar Falls	Black Hawk	IA	bakery - bagel shop
Cedar Falls	Black Hawk	IA	construction
Cedar Falls	Black Hawk	IA	travel
Cedar Falls	Black Hawk	IA	convenience store
Cedar Falls	Black Hawk	IA	painting - home
Cedar Falls	Black Hawk	IA	car rental service

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Community or Business	County	State	Industry
Cedar Falls	Black Hawk	IA	bakery
Cedar Falls	Black Hawk	IA	general business
Cedar Falls	Black Hawk	IA	patent - 3-hole punch/binder system
Cedar Falls	Black Hawk	IA	construction
Cedar Falls	Black Hawk	IA	coffee shop
Cedar Falls	Black Hawk	IA	general business
Cedar Falls	Black Hawk	IA	trucking
Cedar Falls	Black Hawk	IA	book exchange
Cedar Falls	Black Hawk	IA	hookah bar
Cedar Falls	Black Hawk	IA	auto export
Cedar Falls	Black Hawk	IA	e-commerce
Cedar Falls	Black Hawk	IA	dance studio
Cedar Falls	Black Hawk	IA	patent
Cedar Falls	Black Hawk	IA	e-commerce
Cedar Falls	Black Hawk	IA	child care facility
Cedar Falls	Black Hawk	IA	sell purses/home shows
Cedar Falls	Black Hawk	IA	franchise
Cedar Falls	Black Hawk	IA	e-commerce - online shopping comparison site
Cedar Falls	Black Hawk	IA	e-commerce
Cedar Falls	Black Hawk	IA	general business
Cedar Falls	Black Hawk	IA	general business
Cedar Falls	Black Hawk	IA	general business
Cedar Falls	Black Hawk	IA	babysitting for pets
Cedar Falls	Black Hawk	IA	fitness center
Cedar Falls	Black Hawk	IA	art studio sales
Cedar Falls	Black Hawk	IA	cosmetology
Cedar Falls	Black Hawk	IA	e-commerce - jewelry
Cedar Falls	Black Hawk	IA	greeting cards
Cedar Falls	Black Hawk	IA	art/murals, graphic design
Cedar Falls	Black Hawk	IA	fitness center
Cedar Falls	Black Hawk	IA	quilting
Cedar Falls	Black Hawk	IA	dance studio
Cedar Falls	Black Hawk	IA	general business
Cedar Falls	Black Hawk	IA	bridal store
Cedar Falls	Black Hawk	IA	bakery
Cedar Falls	Black Hawk	IA	retail sporting goods
Cedar Falls	Black Hawk	IA	recycling clothing
Cedar Falls	Black Hawk	IA	construction
Cedar Falls	Black Hawk	IA	clinical practice

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Community or Business	County	State	Industry
Cedar Falls	Black Hawk	IA	fitness center
Cedar Falls	Black Hawk	IA	coffee shop
Cedar Falls	Black Hawk	IA	construction management
Cedar Falls	Black Hawk	IA	import/export
Cedar Falls	Black Hawk	IA	video production & graphic design
Cedar Falls	Black Hawk	IA	restaurant
Cedar Falls	Black Hawk	IA	tanning salon
Cedar Falls	Black Hawk	IA	real estate
Cedar Falls	Black Hawk	IA	financial services
Cedar Falls	Black Hawk	IA	international consulting
Cedar Falls	Black Hawk	IA	personal trainer
Cedar Falls	Black Hawk	IA	hookah bar
Cedar Falls	Black Hawk	IA	senior social work
Cedar Falls	Black Hawk	IA	e-business/Web MD type
Cedar Falls	Black Hawk	IA	PR firm
Cedar Falls	Black Hawk	IA	general business
Cedar Falls	Black Hawk	IA	restaurant
Cedar Falls	Black Hawk	IA	construction management
Cedar Falls	Black Hawk	IA	mobile pet grooming
Cedar Falls	Black Hawk	IA	financial services
Cedar Falls	Black Hawk	IA	manufacturing technology
Cedar Falls	Black Hawk	IA	book exchange
Cedar Falls	Black Hawk	IA	general business
Cedar Falls	Black Hawk	IA	general business
Cedar Falls	Black Hawk	IA	retail - sporting goods
Cedar Falls	Black Hawk	IA	renovation - historical buildings
Cedar Falls	Black Hawk	IA	export
Cedar Falls	Black Hawk	IA	PR firm
Cedar Falls	Black Hawk	IA	clothing
Cedar Falls	Black Hawk	IA	general business
Cedar Falls	Black Hawk	IA	A/V installment
Waverly	Bremer	IA	general business
Jesup	Buchanan	IA	can redemption
Parkersburg	Butler	IA	non-profit
Dike	Grundy	IA	exercise studio
Iowa City	Johnson	IA	hand made greeting cards
ELM	Black Hawk	IA	Manufacturing
Creative Composites	Butler	IA	Research/Manufacturing
AMTek	Linn	IA	Manufacturing/Microwave

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Community or Business	County	State	Industry
Benefuel	Polk	IA	Research/Manufacturing/Biofuels
FEC	Polk	IA	Agriculture, Forestry, and Fishing (01-09)
Renewable Energy Group	Story	IA	Manufacturing/Biodiesel
Allen Health System - Waterloo	Black Hawk	IA	Health Care
Bossard - Cedar Falls	Black Hawk	IA	Manufacturing
Cedar Falls Jaycees - Cedar Falls	Black Hawk	IA	Service
Cedar Falls Utilities - Cedar Falls	Black Hawk	IA	Service
ConAgra Grocery Products - Waterloo	Black Hawk	IA	Manufacturing
CUCCC - Cedar Falls	Black Hawk	IA	Service
Grainger Parts - Waterloo	Black Hawk	IA	Service
Hawkeye Workforce Developmepnt	Black Hawk	IA	Service
InVision	Black Hawk	IA	Service
Iowa Laser Technology	Black Hawk	IA	Manufacturing
Iowa Metal Spinners	Black Hawk	IA	Manufacturing
Iowa Workforce Development	Black Hawk	IA	Service
John Deere Waterloo Works - Waterloo	Black Hawk	IA	Manufacturing
Kay Park Industries - Janesville	Black Hawk	IA	Manufacturing
Lockard Companies	Black Hawk	IA	Manufacturing
Marquart Concrete Products	Black Hawk	IA	Manufacturing
North Star Community Services - Waterloo	Black Hawk	IA	Service
Olsen, Vicki	Black Hawk	IA	Individual
Omega Cabinets	Black Hawk	IA	Man
PIPAC - Cedar Falls	Black Hawk	IA	Insurance
Rabo AgriFinance - Cedar Falls	Black Hawk	IA	Financial
Target	Black Hawk	IA	Retail Trade
UNI - Business & CommSvcs - Cedar Falls	Black Hawk	IA	Education
UNI - Continuing Education	Black Hawk	IA	Education
UNI - Early Childhood Development	Black Hawk	IA	Education
UNI - ITS	Black Hawk	IA	Education
UNI-Human Resources	Black Hawk	IA	Education
VGM	Black Hawk	IA	Financial
Wayne Engineering	Black Hawk	IA	Manufacturing
Wheaton Franciscan Healthcare-Waterloo	Black Hawk	IA	Service
GMT Corporation	Bremer	IA	Manufacturing
Nestle USA Beverage Div. - Waverly	Bremer	IA	Manufacturing
TDS Automation - Waverly	Bremer	IA	Manufacturing
DuTrac Community Credit Union - Dubuque	Dubuque	IA	Financial
Cambrex Charles City - Charles City	Floyd	IA	Manufacturing
Lincoln Savings Bank - Reinbeck	Grundy	IA	Financial

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University of Northern Iowa

Service to Iowa

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Community or Business	County	State	Industry
East High, Waterloo	Black Hawk	IA	Education
Hansen Elementary	Black Hawk	IA	Education
Lincoln Elementary School	Black Hawk	IA	Education
North Cedar Elementary	Black Hawk	IA	Education
Orchard Hill Elementary	Black Hawk	IA	Education
Southdale Elementary	Black Hawk	IA	Education
University of Northern Iowa	Black Hawk	IA	Education
University of Northern Iowa	Black Hawk	IA	Education
Waterloo Healthy Cedar Valley Coalition	Black Hawk	IA	Multiple
Waterloo Relay for Life	Black Hawk	IA	Multiple
Waterloo, Cedar Falls	Black Hawk	IA	
West High, Waterloo	Black Hawk	IA	Education
Waverly	Bremer	IA	Manufacturing (51-100)
Iowa City	Johnson	IA	Manufacturing (1-50)
Cedar Rapids	Linn	IA	Manufacturing (1-50)
Oskaloosa	Mahaska	IA	Manufacturing (1-50)
Oskaloosa	Mahaska	IA	Manufacturing (1-50)
Muscatine	Muscatine	IA	Manufacturing (1-50)
Ames	Story	IA	Education
b-calm	Black Hawk	IA	Health
Cedar Falls Utilities	Black Hawk	IA	Service
Creative Composites	Black Hawk	IA	Research
Far Reach Technologies	Black Hawk	IA	Service
Heartwood Investments	Black Hawk	IA	Service
InHome Services	Black Hawk	IA	Service
SYNN Clothing	Black Hawk	IA	Retail
UNI Tall Grass Prairie Center	Black Hawk	IA	Research
Western Home Communities Foundation	Black Hawk	IA	Service
Progressive Structures	Clayton	IA	Manufacturing
Woodlands and Prairies	Clayton	IA	Research
Controlled Drainage	Greene	IA	Manufacturing
Stellar Industries	Hancock	IA	Manufacturing
Iowa City Area Development Group	Johnson	IA	Economic Development
Bentley Machine & Manufacturing	Linn	IA	Manufacturing
Computer Software Development	Linn	IA	Service
Butterworth Clocks	Muscatine	IA	Manufacturing
Emmetsburg Economic Development Co.	Palo Alto	IA	Economic Development
Opportune Risk Bridging	Polk	IA	Service
County Roadside Managers	Adair	IA	Roadside Vegetation Management

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Service to Iowa

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Community or Business	County	State	Industry
Natural Resources and Conservation Service	Adams	IA	Education
County Roadside Managers	Audubon	IA	Roadside Vegetation Management
County IRVM Committee	Benton	IA	Roadside Vegetation Management
Cedar Falls Garden Club	Black Hawk	IA	Leisure
Cedar Falls School Children	Black Hawk	IA	Education
County Roadside Managers	Black Hawk	IA	Roadside Vegetation Management
General Public	Black Hawk	IA	Education
General Public	Black Hawk	IA	Education
General Public	Black Hawk	IA	Education
General Public	Black Hawk	IA	Education
Hawkeye Environmental Science Class	Black Hawk	IA	Education
Hawkeye Natural Resources Class	Black Hawk	IA	Education
Iowa Green Americorps	Black Hawk	IA	Education
UNI Earth Day Fair	Black Hawk	IA	Education
UNI Youth Entrepreneur Camp	Black Hawk	IA	Education
Waterloo Garden Club/Church Group	Black Hawk	IA	Education
Wetland Plant Materials Development Meeting	Black Hawk	IA	Education
General Public	Bremer	IA	Education
Sustainability Fair Wartburg	Bremer	IA	Education
Wartburg Environmental Science Class	Bremer	IA	Education
County Roadside Managers	Buchanan	IA	Roadside Vegetation Management
County Roadside Managers	Buchanan	IA	Roadside Vegetation Management
County Roadside Managers	Buchanan	IA	Roadside Vegetation Management
Allison School Children	Butler	IA	Education
Clarksville School Children	Butler	IA	Education
Natural Resource Managers	Butler	IA	Education
Parkersburg School Children	Butler	IA	Education
Natural Resources and Conservation Service	Carroll	IA	Education
County Roadside Managers	Cerro Gordo	IA	Roadside Vegetation Management
Clinton Community College Prescribed Burn Demons	Clinton	IA	Education
County Roadside Managers	Dallas	IA	Roadside Vegetation Management
County Roadside Managers	Dallas	IA	Roadside Vegetation Management
Natural Resource Managers	Decatur	IA	Education
County Roadside Managers	Des Moines	IA	Roadside Vegetation Management
Natural Resource Managers	Fayette	IA	Education
County Engineers	Floyd	IA	Roadside Vegetation Management
General Public	Floyd	IA	Education
General Public	Floyd	IA	Education
Natural Resources and Conservation Service	Floyd	IA	Education

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Community or Business	County	State	Industry
General Public	Franklin	IA	Education
General Public	Grundy	IA	Education
County Roadside Managers	Guthrie	IA	Roadside Vegetation Management
Natural Resources and Conservation Service	Hamilton	IA	Education
General Public	Hardin	IA	Education
County Engineers	Jasper	IA	Roadside Vegetation Management
Neal Smith Wildlife Refuge	Jasper	IA	Education
Wetland Plant Materials Development Meeting	Jasper	IA	Education
General Public	Johnson	IA	Education
County Engineers	Johnson	IA	Roadside Vegetation Management
County Roadside Managers	Johnson	IA	Roadside Vegetation Management
County Roadside Managers	Johnson	IA	Roadside Vegetation Management
County Roadside Managers	Johnson	IA	Roadside Vegetation Management
County Roadside Managers	Jones	IA	Roadside Vegetation Management
County Roadside Managers	Jones	IA	Roadside Vegetation Management
County Roadside Managers	Jones	IA	Roadside Vegetation Management
County Roadside Managers	Keokuk	IA	Roadside Vegetation Management
General Public	Lee	IA	Education
Natural Resource Managers	Lee	IA	Education
Cedar Rapids Library Adult Summer Program	Linn	IA	Education
County Conservation Board	Linn	IA	Education
County Roadside Managers	Linn	IA	Roadside Vegetation Management
General Public	Linn	IA	Education
General Public	Linn	IA	Education
Jefferson High School Cedar Rapids	Linn	IA	Education
Kirkwood Plants of the Wild Class	Linn	IA	Education
Wetland Plant Materials Development Meeting	Linn	IA	Education
General Public	Louisa	IA	Education
Wetland Plant Materials Development Meeting	Louisa	IA	Education
Wetland Plant Materials Development Meeting	Lucas	IA	Education
Wetland Plant Materials Development Meeting	Madison	IA	Education
County Roadside Managers	Mahaska	IA	Roadside Vegetation Management
County Roadside Managers	Mahaska	IA	Roadside Vegetation Management
County Roadside Managers	Mahaska	IA	Roadside Vegetation Management
County Roadside Managers	Mahaska	IA	Roadside Vegetation Management
Natural Resource Managers	Marion	IA	Education
General Public	Mills	IA	Education
General Public	Mitchell	IA	Education
County Roadside Managers	Montgomery	IA	Roadside Vegetation Management

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Community or Business	County	State	Industry
County Roadside Managers	Montgomery	IA	Roadside Vegetation Management
County Engineers	O'Brien	IA	Roadside Vegetation Management
Natural Resource Managers	Plymouth	IA	Education
County Roadside Managers	Polk	IA	Roadside Vegetation Management
General Public	Polk	IA	Education
General Public	Polk	IA	Education
Iowa Prairie Network Winter Meeting	Polk	IA	Education
Natural Resource Managers	Polk	IA	Education
Pheasants Forever	Polk	IA	Education
Polk County Soil and Water Sustainability Fair	Polk	IA	Education
Wetland Plant Materials Development Meeting	Polk	IA	Education
Natural Resource Managers	Pottawattamie	IA	Education
County Roadside Managers	Sac	IA	Roadside Vegetation Management
County Roadside Managers	Shelby	IA	Roadside Vegetation Management
Wetland Plant Materials Development Meeting	Shelby	IA	Education
County Conservation Employee Conference	Statewide	IA	Roadside Vegetation Management
County Conservation Employee Conference	Statewide	IA	Education
County Engineer's Conference	Statewide	IA	Roadside Vegetation Management
County Roadside Managers' Winter Mtg	Statewide	IA	Roadside Vegetation Management
County Weed Commissioner's Convention	Statewide	IA	Roadside Vegetation Management
General Public	Statewide	IA	Education
IRVM Calendar Mailing	Statewide	IA	Roadside Vegetation Management
Living Roadway Trust Fund	Statewide	IA	Roadside Vegetation Management
Native Seed Distribution for Roadsides	Statewide	IA	Roadside Vegetation Management
Recreational Impact	Statewide	IA	Education
Roadside Conference	Statewide	IA	Roadside Vegetation Management
State Preserves Managers Semina	Statewide	IA	Education
TPC Newsletter	Statewide	IA	Programmatic
Trees Forever Annual Celebration	Statewide	IA	Roadside Vegetation Management
County Roadside Managers	Story	IA	Roadside Vegetation Management
County Roadside Managers	Story	IA	Roadside Vegetation Management
Native Species Committee, Iowa Crop Improve Assoc	Story	IA	Services
Natural Resource Managers	Story	IA	Education
Wetland Plant Materials Development Meeting	Story	IA	Education
County Engineers	Tama	IA	Roadside Vegetation Management
Toledo School Children	Tama	IA	Education
County Engineers	Warren	IA	Roadside Vegetation Management
County Engineers	Warren	IA	Roadside Vegetation Management
Natural Resources and Conservation Service	Washington	IA	Education

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Service to Iowa

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Community or Business	County	State	Industry
General Public	Webster	IA	Education
County Roadside Managers	Winnebago	IA	Roadside Vegetation Management
General Public	Winneshiek	IA	Education
Field Day, USDA Natural Resource Conservation Ser	Worth	IA	Education

7. Client and Project Summary

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Service to Iowa

Fiscal Year 2010

ess Development Center
Center

ogram

Counseling Provided	Program
EE Outreach Activities	CEEE
EE Exhibit	CEEE
EE Outreach Activities & Presentations	CEEE
EE Outreach Activities	CEEE
EE Outreach Activities	CEEE
EE Outreach Activities & Presentations	CEEE
Citizenship Training	CEEE
Education Presentation	CEEE
Farm to School TA or Training	CEEE
Weatherize Homes	CEEE
Waste Outreach	CEEE
Waste Outreach	CEEE
Energy Education	CEEE
Energy Education	CEEE
Planted trees	CEEE
Planted trees	CEEE
Planted trees	CEEE
Deconstruction/Reclamation	CEEE
Paint reburishing	CEEE
Community garden work	CEEE
Hut Hot food preparation	CEEE
Auction Green Dates	CEEE
E-Waste recycling drive	CEEE
Panther Pick Up	CEEE
weatherization awareness	CEEE
Weatherization Workshops	CEEE

7. Client and Project Summary

University of Northern Iowa

Service to Iowa

Fiscal Year 2010

Counseling Provided	Program
Tabling Events	CEEE
EE Outreach Activities	CEEE
Planned and facilitated	CEEE
Planned & facilitated	CEEE
EE Outreach Activities	CEEE
EE Outreach Activities	CEEE
EE Outreach Exhibits	CEEE
Education Presentation	CEEE
Tabling Events	CEEE
EE Tour	CEEE
Farm to School TA or Training	CEEE
EE Outreach Activities	CEEE
Education Workshop	CEEE
Wet Prairies Instruction	CEEE
Made intro remarks, introduced speaker	CEEE
Tabling Events	CEEE
EE Outreach Activities	CEEE
EE Outreach Presentations	CEEE
EE Outreach Presentations	CEEE
EE Outreach Activities & Presentations	CEEE
EE Outreach Activity training	CEEE
EE Outreach Activity training-POW	CEEE
EE Outreach Activity training-POW	CEEE
EE Outreach Activity training-solar ovens	CEEE
Education Workshop	CEEE
EE Outreach Activities	CEEE
Low income home construction	CEEE
Education Workshop	CEEE
Honeysuckle removal	CEEE
Education Workshop	CEEE
Weatherization Workshops	CEEE
EE Outreach Activities	CEEE
Education Presentation	CEEE
EE Outreach-Activities	CEEE
Grocery Enregy Bingo	CEEE
Education Presentation	CEEE

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Service to Iowa

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Counseling Provided	Program
Farm to School TA or Training	CEEE
Org/co-led Advisory Meeting	CEEE
Tabling Events	CEEE
Tabling Events	CEEE
Tabling Events	CEEE
EE Outreach Activities	CEEE
EE Outreach Activities	CEEE
Education Workshop	CEEE
Education Presentation	CEEE
EE Outreach Activities	CEEE
Education Presentation	CEEE
EE Outreach Activities	CEEE
Education Workshop	CEEE
EE Outreach Activities	CEEE
EE Outreach Activities	CEEE
disc Earth Hour/Energy Team	CEEE
Grocery Energy Bingo	CEEE
EE Outreach Activities	CEEE
Tabling Events	CEEE
EE Outreach Activities	CEEE
Trees and quality of life in cities	CEEE
EE Outreach Activities	CEEE
EE Outreach Activities	CEEE
Energy Team display	CEEE
Tabling Events	CEEE
EE Outreach Activities	CEEE
Education Workshop	CEEE
EE Outreach Activities	CEEE
Presentation @ stu event	CEEE
gave update on UNI sust.	CEEE
Earth Hour/Energy Bingo	CEEE
EE Outreach	CEEE
EE Outreach Activities	CEEE
Education Presentation	CEEE
EE Outreach Activities	CEEE
Farm to School TA or Training	CEEE
Aluminum siding removal	CEEE
Weatherization Workshops	CEEE
Weatherization Workshops	CEEE

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Service to Iowa

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Counseling Provided	Program
Weatherization Workshops	CEEE
Farm to School TA or Training	CEEE
EE Outreach Activities	CEEE
EE Outreach Activities-Wind	CEEE
Weatherization Workshops	CEEE
Education Presentation	CEEE
Tabling Events	CEEE
EE Outreach Activities	CEEE
EE Outreach Activities	CEEE
Education Workshop	CEEE
EE Outreach Activities	CEEE
Education Workshop	CEEE
Wet Prairies Instruction	CEEE
Preparing for floods of the future	CEEE
EE Outreach Information	CEEE
EE Outreach Activities	CEEE
Farm to School TA or Training	CEEE
EE Outreach Activities	CEEE
Education Workshop	CEEE
EE Outreach Exhibit & Activities	CEEE
Weatherization Workshops	CEEE
Farm to School TA or Training	CEEE
EE Outreach Activities-	CEEE
EE Outreach Activities-Solar cookers	CEEE
Tabling Events	CEEE
Education Workshop	CEEE
Wet Prairies Instruction	CEEE
EE Outreach Activities	CEEE
Energy Education	CEEE
Energy Education	CEEE
Farm to School TA or Training	CEEE
EE Outreach Activities	CEEE
EE Outreach Presentations	CEEE
Farm to School TA or Training	CEEE
Farm to School TA or Training	CEEE
Electric Vehicle Education	CEEE
Electric Vehicle Education	CEEE
EE Outreach Activities	CEEE
Farm to School TA or Training	CEEE

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Service to Iowa

Fiscal Year 2010

Counseling Provided	Program
speaker: Local food economy	CEEE
Wet Prairies Instruction	CEEE
Farm to School TA or Training	CEEE
EE Outreach Activities	CEEE
Wet Prairies Instruction	CEEE
Wet Prairies Instruction	CEEE
Education Presentation	CEEE
Preparing for floods of the future	CEEE
Tabling Events	CEEE
EE Grant Ass't	CEEE
EE Outreach Activities	CEEE
w/shopon local food as econ. dev.	CEEE
Wet Prairies Instruction	CEEE
EE Grant Ass't	CEEE
Wet Prairies Instruction	CEEE
EE Outreach Activities	CEEE
Wet Prairies Instruction	CEEE
EE Outreach Activities	CEEE
Education Workshop	CEEE
Farm to School TA or Training	CEEE
Farm to School TA or Training	CEEE
EE Outreach Presentation	CEEE
EE Outreach Activities	CEEE
Farm to School TA or Training	CEEE
Wet Prairies Instruction	CEEE
Facilitated working group	CEEE
speaker local foods, local gov	CEEE
Electric Vehicle Education	CEEE
Farm to School TA or Training	CEEE
EE Grant Ass't	CEEE
EE Outreach Activities	CEEE
EE Outreach Presentations	CEEE
Wet Prairies Instruction	CEEE
Education Presentation	CEEE
Farm to School TA or Training	CEEE
EE Outreach Activities & Presentations	CEEE
Electric Vehicle Education	CEEE
Electric Vehicle Education	CEEE
Energy Education	CEEE

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Service to Iowa

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Counseling Provided	Program
Planted trees	CEEE
Cardboard boat regatta	CEEE
Community garden work	CEEE
Composting Demonstration	CEEE
Drug pick up	CEEE
Brugger's Bagels food preparation	CEEE
Hu Hot food preparation	CEEE
weatherization awareness	CEEE
Weatherization Workshops	CEEE
floodplain policies	CEEE
Preparing for floods of the future	CEEE
Tabling Events	CEEE
Education Presentation	CEEE
Tabling Events	CEEE
Wet Prairies Instruction	CEEE
Organized/led meeting	CEEE
Organized meeting	CEEE
Facilitated the working group	CEEE
co-hosted workshop	CEEE
Education Presentation	CEEE
Education Presentation	CEEE
Low income home construction	CEEE
Constructed raised garden beds	CEEE
Ethical Perspectives on the News--panelist	CEEE
Weatherize Homes	CEEE
Education Presentation	CEEE
Trail clean up	CEEE
CEEE role in floodplain ed	CEEE
Community park revitalization	CEEE
Tabling Events	CEEE
Beautification/ clean up	CEEE
Education Workshop	CEEE
Education Workshop	CEEE

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Service to Iowa

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Counseling Provided	Program
EE Grant Ass't	CEEE
Wet Prairies Instruction	CEEE
Tabling Events	CEEE
Energy Education	CEEE
EE Outreach Activities	CEEE
EE Outreach Activities	CEEE
EE Outreach Activities & Exhibits	CEEE
EE Outreach Activities	CEEE
EE Outreach Activities & Presentations	CEEE
Farm energy w/shop	CEEE
EE Grant Ass't	CEEE
Wet Prairies Instruction	CEEE
Electric Vehicle Education	CEEE
Better floodplain planning	CEEE
EE Outreach Activities	CEEE
Farm to School TA or Training	CEEE
A Watershed Year--Better Floodplain laws	CEEE
EE Outreach Presentations	CEEE
co-Hosted workshop	CEEE
EE Outreach	CEEE
IA Journal--discuss flood prevention	CEEE
EE Outreach Presentations & Exhibits	CEEE
Farm to School TA or Training	CEEE
Made presentation on solar proj.	CEEE
info table at state house	CEEE
Organized meeting	CEEE
EE Outreach Exhibit & Acitivites	CEEE
Electric Vehicle Education	CEEE
Energy Education	CEEE
Wet Prairies Instruction	CEEE
Farm to School TA or Training	CEEE
Tabling Events	CEEE
EE Outreach Activities	CEEE
Energy Education	CEEE
Org meeting	CEEE
Farm to School TA or Training	CEEE

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Service to Iowa

Fiscal Year 2010

Counseling Provided	Program
Consulting and Training	ICILI
Consulting and Training	ICILI
Consulting and Training	ICILI
Consulting	ICILI
Consulting and Training	ICILI
Cultural Competency Training	ICILI
Consulting and Training	ICILI
Consulting and Training	ICILI
Consulting and Training	ICILI
Economic Development Planning	IDM
Planning	IDM
Marketing	IDM
Economic Development Assistance	IDM
Planning	IDM
Executive Director Search Services	IDM
Visioning, Strategic Planning	IDM
Economic Development Assistance	IDM
Economic Development Assistance	IDM
Organizational Management Assist.	IDM
Organizational Management & Planning	IDM
Economic Development Planning & Research	IDM
Economic Development Assistance	IDM
Economic Development Planning & Research	IDM
Economic Development Planning & Research	IDM
Recovery Planning	IDM
Economic Development Assistance	IDM
Planning	IDM
Marketing, Planning	IDM
Strategic Planning	IDM
Research	IDM
Marketing Assistance	IDM
Marketing Assistance	IDM

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Fiscal Year 2010

Counseling Provided	Program
Strategic Planning	IDM
Planning	IDM
Organizational Management, Planning	IDM
Economic Development Assistance	IDM
Fundraising Assistance	IDM
Planning	IDM
Marketing, Planning	IDM
Planning	IDM
Economic Development Assistance	IDM
Marketing Assistance	IDM
Planning	IDM
Economic Development Planning	IDM
Research	IDM
Economic Development Planning	IDM
Planning	IDM
Economic Development Planning & Research	IDM
Research/Survey	IDM
Economic Development Planning	IDM
Planning	IDM
Organizational Management	IDM
Targeting and Marketing	IDM
Research	IDM
Economic Development Planning	IDM
Marketing	IDM
Economic Development Planning	IDM
Marketing Assistance	IDM
Planning	IDM
Marketing, Planning	IDM
County Health & Wellness Planning	IDM
Economic Development Assistance	IDM
Marketing	IDM
Research	IDM
Marketing, Planning	IDM
Economic Development Assistance	IDM
Planning	IDM

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Service to Iowa

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Counseling Provided	Program
Planning	IDM
Economic Development Assistance	IDM
Marketing	IDM
Visioning, Strategic Planning	IDM
Planning	IDM
Marketing, Planning	IDM
Marketing Assistance	IDM
Marketing Assistance	IDM
Economic Development Planning	IDM
Economic Development Planning	IDM
Economic Development Planning	IDM
Investor Survey, Research	IDM
Research	IDM
Economic Development Assistance	IDM
Planning	IDM
Research	IDM
Air Assistance	IWRC
On-Site Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
On-Site Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC

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Service to Iowa

Fiscal Year 2010

Counseling Provided	Program
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
On-Site Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC

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Service to Iowa

Fiscal Year 2010

Counseling Provided	Program
On-Site Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
On-Site Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
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On-Site Assistance	IWRC
Air Assistance	IWRC
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On-Site Assistance	IWRC
On-Site Assistance	IWRC
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On-Site Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC

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Service to Iowa

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Counseling Provided	Program
On-Site Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC

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Service to Iowa

Fiscal Year 2010

Counseling Provided	Program
On-Site Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC

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Counseling Provided	Program
On-Site Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
On-Site Assistance	IWRC

7. Client and Project Summary

University of Northern Iowa

Service to Iowa

Fiscal Year 2010

Counseling Provided	Program
Air Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
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On-Site Assistance	IWRC
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On-Site Assistance	IWRC
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On-Site Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
On-Site Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC

7. Client and Project Summary

University of Northern Iowa

Service to Iowa

Fiscal Year 2010

Counseling Provided	Program
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
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On-Site Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC

7. Client and Project Summary

University of Northern Iowa

Service to Iowa

Fiscal Year 2010

Counseling Provided	Program
On-Site Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
On-Site Assistance	IWRC
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On-Site Assistance	IWRC
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On-Site Assistance	IWRC

7. Client and Project Summary

University of Northern Iowa

Service to Iowa

Fiscal Year 2010

Counseling Provided	Program
Air Assistance	IWRC
On-Site Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
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On-Site Assistance	IWRC
Air Assistance	IWRC
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Air Assistance	IWRC

7. Client and Project Summary

University of Northern Iowa

Service to Iowa

Fiscal Year 2010

Counseling Provided	Program
On-Site Assistance	IWRC
On-Site Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
Air Assistance	IWRC
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On-Site Assistance	IWRC

7. Client and Project Summary

University of Northern Iowa

Service to Iowa

Fiscal Year 2010

Counseling Provided	Program
Air Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
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On-Site Assistance	IWRC
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Air Assistance	IWRC

7. Client and Project Summary

University of Northern Iowa

Service to Iowa

Fiscal Year 2010

Counseling Provided	Program
Air Assistance	IWRC
On-Site Assistance	IWRC
On-Site Assistance	IWRC
Air Assistance	IWRC
On-Site Assistance	IWRC
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On-Site Assistance	IWRC
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Air Assistance	IWRC

7. Client and Project Summary

University of Northern Iowa

Service to Iowa

Fiscal Year 2010

Counseling Provided	Program
Training	EDC
Smart Start	RBC
Financing Your Business	RBC
Formal Networking	RBC
Minority Business Support Programs	RBC
Quick Books	RBC
Smart Start	RBC
Formal Networking and Smart Start	RBC
Social Media Marketing Training	RBC
Entrepreneurship Support System Dlv.	RBC
Formal Networking	RBC
Social Media Marketing Training	RBC
Entrepreneurship Support System Dlv.	RBC
Formal Networking	RBC
Entrepreneurship Support System Dlv.	RBC
Formal Networking	RBC
Feasibility Study for Incubation	RBC
Formal Networking	RBC
Formal Networking	RBC
Formal Networking	RBC
Social Media Marketing Training	RBC
Entrepreneurship Support System Dlv.	RBC
Leveraging the Media	RBC
An Entrepreneurs Perspective	RBC
How To Build Your Credit	RBC
What Does the Future Really Hold	RBC
Identity Theft	RBC
Iowa Inventors and Innovators	RBC
Building Biz Through Farmers Markets	RBC
Smart Start	RBC
Making Facebook Fit for Your Biz	RBC
Blogging Bootcamp	RBC
From Rags to T-Shirts	RBC
Building a Website on the Cheap	RBC

7. Client and Project Summary

University of Northern Iowa

Service to Iowa

Fiscal Year 2010

Counseling Provided	Program
2-Day Prescribed Fire Workshop	TPC
Visit & Photograph Roadside Plantings	TPC
IRVM Education	TPC
Tour & Talk	TPC
Fall Prairie Walks with 1st Graders	TPC
GPS Training Workshop	TPC
Fall Natural Resource Research and Manegment Seminars	TPC
Spring Natural Resource Research and Manegment Seminars	TPC
Seeding Natives Workshop	TPC
Connie Mutel Presentation	TPC
TPC Facility Tour	TPC
TPC Facility Tour	TPC
TPC Presentation	TPC
Information Booth	TPC
TPC Facility Tour	TPC
Iowa Prairies & Wildflower Gardening	TPC
Informational Meeting for NRCS	TPC
Seed Harvesting Workshop	TPC
Information Booth	TPC
TPC Facility Tour	TPC
2-Day Wetland Delineation Training	TPC
GPS Training Workshop	TPC
Private In-county GPS Training	TPC
Clay Prairie Tours	TPC
Clay Prairie Tours	TPC
Camp Dodge Fire Training	TPC
Clay Prairie Tours	
2-Day Prescribed Fire Workshop	TPC
Visit & Photograph Roadside Plantings	TPC
Burn Demo	TPC
GPS Training Workshop	TPC
2-Day Wetland Delineation Training	TPC
Camp Dodge Fire Training	TPC
GPS Training Workshop	TPC
Camp Dodge Fire Training	TPC
2-Day Wetland Delineation Training	TPC
Native Plant Propagation Workshop	TPC
Seeding Natives Workshop	TPC
2-Day Prescribed Fire Workshop	TPC

7. Client and Project Summary

University of Northern Iowa

Service to Iowa

Fiscal Year 2010

Counseling Provided	Program
Seeding Natives Workshop	TPC
Seeding Natives Workshop	TPC
Visit & Photograph Roadside Plantings	TPC
2-Day Prescribed Fire Workshop	TPC
Seeding Natives Workshop	TPC
2-Day Wetland Delineation Training	TPC
Research Field Day	TPC
Informational Meeting for NRCS	TPC
Seeding Natives Workshop	TPC
2-Day Wetland & Soils Training	TPC
Visit & Photograph Roadside Plantings	TPC
2-Day Wetland Delineation Training	TPC
GPS Training Workshop	TPC
Visit & Photograph Roadside Plantings	TPC
GPS Training Workshop	TPC
Private In-county GPS Training	TPC
Visit & Photograph Roadside Plantings	TPC
Seeding Natives Workshop	TPC
Camp Dodge Fire Training	TPC
Native Landscaping Presentation	TPC
Prairie Harvest field day	TPC
2-Day Wetland & Soils Training	TPC
1-Day Weed Identification Workshop	TPC
Seeding Natives Workshop	TPC
Native Prairie Site Assessment	TPC
TPC Facility Tour	TPC
Informational Meeting for NRCS	TPC
Seeding Natives Workshop	TPC
Informational Meeting for NRCS	TPC
Informational Meeting for NRCS	TPC
Informational Meeting for NRCS	TPC
Visit & Photograph Roadside Plantings	TPC
2-Day Wetland Delineation Training	TPC
2-Day Wetland & Soils Training	TPC
GPS Training Workshop	TPC
Camp Dodge Fire Training	TPC
Seeding Natives Workshop	TPC
Seeding Natives Workshop	TPC
Visit & Photograph Roadside Plantings	TPC

7. Client and Project Summary

University of Northern Iowa

Service to Iowa

Fiscal Year 2010

Counseling Provided	Program
GPS Training Workshop	TPC
2-Day Wetland & Soils Training	TPC
Camp Dodge Fire Training	TPC
2-Day Wetland Delineation Training	TPC
Native Plant Propagation Workshop	TPC
Seeding Natives Workshop	TPC
Informational Booth	TPC
Camp Dodge Fire Training	TPC
State Convention Exhibit	TPC
Information Booth	TPC
Informational Meeting for NRCS	TPC
Camp Dodge Fire Training	TPC
Private In-county GPS Training	TPC
Visit & Photograph Roadside Plantings	TPC
Informational Meeting for NRCS	TPC
Information Booth	TPC
Information Booth	TPC
Distribute Materials and Information	TPC
Organizational/ Prof. Development Mtg	TPC
Technical Presentation	TPC
North American Prairie Conference	TPC
Education/Promotion Material	TPC
Grant writing instruction mailing	TPC
Write grant, buy and distribute seed	TPC
Upland Forest Preserves trail project	TPC
2-Day Technical Training	TPC
	TPC
Informational	TPC
Information Booth	TPC
GPS Training Workshop	TPC
2-Day Wetland Delineation Training	TPC
Policy, Native Species Certification	TPC
Camp Dodge Fire Training	TPC
Informational Meeting for NRCS	TPC
2-Day Wetland & Soils Training	TPC
Trees Forever Afterschool Program	TPC
2-Day Wetland & Soils Training	TPC
IRVM Meeting with Engineer	TPC
2-Day Prescribed Fire Workshop	TPC

7. Client and Project Summary

University of Northern Iowa

Service to Iowa

Fiscal Year 2010

Counseling Provided	Program
Seeding Natives Workshop	TPC
Visit & Photograph Roadside Plantings	TPC
Seeding Natives Workshop	TPC
Resource Management	TPC



University of Northern Iowa Annual Economic Development and Technology Transfer Report FY 2010

Section 1. UNI's Economic Development Activities to Enhance Economic Growth in Iowa

Capitalizing on the niche strengths of multiple programs, UNI remains a reliable resource supporting Iowa's economic development efforts. Each year, these programs strive to deliver increasingly customized technical assistance, meeting the unique needs of a statewide client base. Specific service areas for UNI include: community and economic development; market research; environmental research and service; sustainability; metal casting; biobased lubricants; executive development; new Iowans; and entrepreneurship. The Business and Community Services (BCS) division houses a host of programs that emphasize hands-on assistance to advance business, community and entrepreneurial development. Serving clients in each of Iowa's 99 counties, BCS is able to capitalize on the intellectual resources of the University to better meet Iowa's economic development needs. BCS strives to also engage the broader university community – the faculty, staff and students – all of which play critical roles in providing practical assistance. Outcomes realized by key economic development/tech transfer programs during FY 2010 include:

- Provided service in all 99 counties to more than 7,750 business, community and local government clients.
- Involved 208 faculty members and nearly 2,100 students in the delivery of these services.
- Leveraged each \$1 invested by the state with \$6 in private grants, fees or federal funding.

Entrepreneurship, Business Incubation and Technology Transfer

- UNI's 3 incubator/accelerator programs and MyEntre.Net helped start or expand 179 ventures, creating 263 jobs.
- MyEntre.Net now boasts nearly 6,500 actively engaged users.
- More than 1,100 entrepreneurs attended one or more webinars or entrepreneurial workshops.
- 18 student businesses were tenants in the John Pappajohn Entrepreneurial Center's Student Business Incubator and 31 additional student entrepreneurs were assisted by the affiliate program.
- One of the UNI John Pappajohn Center's student incubator tenants has been selected as a winner of the John Pappajohn Collegiate Business Plan Competition and another tenant was a finalist in the Global Student Entrepreneurs Association competition.
- 42 businesses have graduated from the 4th Street Incubator in downtown Waterloo to date; the Innovation Incubator graduated three businesses into the regional economy in FY10.
- UNI faculty and staff submitted 8 new intellectual property disclosures.
- A total of 3 patents were received and 8 new patents were filed.
- 3 new license agreements were approved and 2 more are in negotiations.



Waste Reduction and Environmental Assistance

- Environmental technical assistance and on-site reviews were provided to 542 small businesses.
- More than 100 different military bases were provided with painting / coating training to improve transfer efficiency.
- Worked in conjunction with multiple state and local agencies to use geospatial mapping data to resolve issues.
- Recycling and reuse project funding was provided to 56 companies and organizations.
- Energy education programming reached 14,959 K-12 students and 826 teachers in 59 Iowa counties.

Local Economic Development

- IDM created a Community Layoff and Crisis Response manual for Iowa Workforce Development.
- Community clients report creating approximately 1,500 jobs as a result of local economic development technical assistance from the Institute for Decision Making (IDM).
- Comprehensive technical assistance was provided to 35 community partners and 7 regional groups.
- Established the Midwest Node for the Global Rural Network, providing leadership capacity training and resources to a five state region.
- Developed a target marketing strategy and on-site business prospect training to Webster City in response to a pending plant closure.

Bioeconomy

- The Tallgrass Prairie Center hosted the 22nd North American Prairie Conference with 560 attendees.
- NABL moved to a renovated 25,000 square foot facility in the Cedar Valley TechWorks facility, a former John Deere tractor manufacturing building.
- Patented a new microwave grease processing technology with industrial partners in Cedar Rapids, IA.

Metal Casting – Advanced Manufacturing

- Continued sponsored research into biobased foundry binder systems resulting in two new patent submissions and license agreements.
- Provided technical assistance and outreach services to 36 foundries.

Market Research

- Market research and analysis services were provided to 16 Iowa companies.
- Market research clients report an average employment increase of 14%, due in part to the information provided by UNI.



Section 2. Technology Transfer and Intellectual Property

FY 2010

	UNI
a. Number of disclosures of intellectual property	8
b. Number of patent applications filed	8
c. Number of patents awarded	3
d. Number of license and option agreements executed on institutional intellectual property	3
e. Number of license and option agreements yielding income	11
f. Revenue to Iowa companies as a result of licensed technologies	\$2,700,000
g. Number of start up companies formed, in total and in Iowa	72/72
h. Number of companies in research parks and incubators	30
i. Number of <u>new</u> companies in research parks and incubators	11
j. Number of employees in companies in research parks and incubators	61
k. Royalties/license fee income	\$118,849
l. Total sponsored funding	\$42,000,000
m. Corporate-sponsored funding for research and economic development and revenue generation (excludes corporate philanthropy - all in Iowa)	\$1,547,678
n. i. Annual appropriations for economic development	\$549,606
ii. Grow Iowa values appropriation	\$855,000

Section 3. Overview of UNI's Economic Development Programs

UNI outreach services for community and economic development activities are outlined in a table format on the following seven pages. The format provides a brief overview of each program, its purpose, who is served and outcomes. Together, the programs served approximately 7,750 communities and/or businesses in the past year.



Section 3. Overview of UNI's Economic Development Programs

Programs	Services	Those Typically Served	FY 2010 Results	Cumulative Results
Institute for Decision Making (IDM)	Hands-on community and economic development guidance and research	Economic development organizations, chambers, city councils, communities and others	<ul style="list-style-type: none"> ✓ Developed the IWD Community Layoff and Crisis Response manual. ✓ Established the Midwest Node for the Global Rural Network providing leadership capacity training and resources to a five-state region. ✓ Developed a target marketing strategy and on-site business prospect training to Webster City as part of their economic development initiative. ✓ Assistance and research provided to 35 community partners and seven regional development groups. 	<ul style="list-style-type: none"> ✓ Served 635 communities, counties and groups in nearly all of Iowa's counties to date. ✓ Community clients report approximately 1,500 new jobs annually as a result of IDM assistance. ✓ Trained more than 750 economic development professionals.
Iowa Waste Reduction Center (IWRC)	Free, confidential, non-regulatory environmental assistance for small businesses	Small businesses throughout Iowa	<ul style="list-style-type: none"> ✓ Environmental technical assistance and on-site reviews were provided to 542 small businesses. 	<ul style="list-style-type: none"> ✓ Provided 5,063 on-site reviews to Iowa small businesses.



Section 3. Overview of UNI's Economic Development Programs

Programs	Services	Those Typically Served	FY 2010 Results	Cumulative Results
National Ag-Based Lubricants (NABL) Center	Biobased lubricants research, testing services, development of performance standards and biobased lubricant product certification	Companies and individuals developing biobased lubricants, traditional lubricant companies, and lubricant consumers	<ul style="list-style-type: none"> ✓ Moved to new 25,000 square foot laboratory facility in former John Deere tractor manufacturing space. ✓ Patented new microwave grease processing technology with industrial partners in Cedar Rapids, Iowa. ✓ Completed over 1000 hours of diesel engine tests using soy-based engine oils. ✓ Provided fee-based testing services to industry clients. 	<ul style="list-style-type: none"> ✓ A national testing and certification center, leading the nation's biobased lubricants industry. ✓ Anchor tenant for Cedar Valley TechWorks. ✓ Over 40 soy lubricants, greases, metalworking fluids and specialty lubricants developed to date.
Strategic Marketing Services (SMS)	Market research and analysis	Businesses, entrepreneurs and non-profit organizations	<ul style="list-style-type: none"> ✓ Market research and analysis services were provided to 16 Iowa companies. 	<ul style="list-style-type: none"> ✓ Since 1990, market research and analysis services have been provided to 272 Iowa companies.
Executive Development Center (EDC)	Management and professional training workshops and certificate programs	Iowa businesses and organizations	<ul style="list-style-type: none"> ✓ Specialized business management training provided in 56 workshops to 918 business professionals in 41 businesses during the past year. 	<ul style="list-style-type: none"> ✓ Since 1998, the EDC has provided training in 1,076 workshops to 18,496 business professionals.



Section 3. Overview of UNI's Economic Development Programs

Programs	Services	Those Typically Served	FY 2010 Results	Cumulative Results
John Pappajohn Entrepreneurial Center (JPEC)	Research, entrepreneurship education, technology transfer, and capital investment programs	Students interested in entrepreneurship, UNI faculty and staff entrepreneurs, new ventures and rapidly growing small companies	<ul style="list-style-type: none"> ✓ One UNI student entrepreneur won a first place award at the state-level competition. ✓ The first youth entrepreneur camp successfully assisted fourth and fifth graders with starting small businesses. ✓ 18 student business owners were provided space and services in the student business incubator. ✓ 31 student business owners were provided services as part of the student business (affiliate) incubator program. ✓ Mentoring and training services to other colleges and universities increased by 93%, while overall clients and services provided increased by 23%. 	<ul style="list-style-type: none"> ✓ The JPEC Student Business Incubator has provided space to 42 businesses since the BCS building opened. ✓ The JPEC has had four first place wins and four honorable mentions in the state-level student business plan competition. ✓ The JPEC has had a finalist twice in the Global Student Entrepreneur Awards competition. ✓ The Cedar Valley Venture Fund, managed by JPEC, has invested in seven new ventures.
Iowa Center for Immigrant Leadership and Integration (ICILI)	Helping Iowa communities and businesses accommodate the needs of newcomers	Communities, faith-based organizations, law enforcement agencies, health care providers and businesses	<ul style="list-style-type: none"> ✓ Conducted colorectal screening social media marketing campaigns for Iowa minorities. ✓ Provided cultural competency training for more than 40 companies, health care providers, social service providers and communities to better meet the needs of newcomers. 	<ul style="list-style-type: none"> ✓ Assistance in accommodating the needs of newcomers has been provided to more than 200 Iowa companies and organizations. ✓ More than 30,000 copies of four different guides/manuals (and untold electronic copies) have been distributed throughout Iowa.



Section 3. Overview of UNI's Economic Development Programs

Programs	Services	Those Typically Served	FY 2010 Results	Cumulative Results
UNI Regional Business Center/ Small Business Development Center (RBC/SBDC, MyEntre.Net)	Rural/ Urban Entrepreneurship development, online entrepreneurship resources, business consulting, business training, business incubation	Small and medium sized businesses, entrepreneurs, entrepreneurial service providers, community leaders	<ul style="list-style-type: none"> ✓ MyEntre.Net's online community more than doubled to over 6,500 members. ✓ 692 entrepreneurs participated in a free, interactive Webinar online. ✓ 149 community leaders attended an Entrepreneurship Economic Development Seminar and 408 entrepreneurs attended an EntreBash! in their home communities. ✓ EntreFest!, drew 318 participants to West Des Moines. ✓ RBC Incubation Services served 12 growth-oriented businesses, graduating five into the regional economy. ✓ 342 clients representing ten counties were served with technical assistance or training by the UNI SBDC. ✓ MyEntre.Net entrepreneurs reported 182 new or expanded businesses, 288 new FTE jobs and \$13,684,966 in commercial/ equity investment in FY2010. 	<ul style="list-style-type: none"> ✓ More than 6,500 entrepreneurs are now engaged online at www.myentre.net, Iowa's online community for entrepreneurs. ✓ 54 companies have been served by UNI RBC incubation programs to date; collectively creating 157 FTE jobs and providing 18,000 square feet of primarily downtown commercial infill in the Cedar Valley.



Section 3. Overview of UNI's Economic Development Programs

Programs	Services	Those Typically Served	FY 2010 Results	Cumulative Results
Tallgrass Prairie Center (TPC)	Research, techniques, education and source-identified seed for restoration and preservation of native vegetation, also prairie biomass for alternative energy.	Iowa counties, state and federal agencies, commercial native seed producers, the community, educators, students, prairie enthusiasts, and others	<ul style="list-style-type: none"> ✓ Roadside vegetation research for restoring right-of-ways was provided to 55 counties in Iowa. ✓ Sampling of prairie species mix plots to determine optimal biomass for electrical generation was conducted. ✓ Published with U of I Press: <i>Tallgrass Prairie Center Guide to Prairie Restoration in the Upper Midwest</i> and <i>Tallgrass Prairie Center Guide to Seed and Seedling Identification in the Upper Midwest</i>. ✓ Hosted the 22nd North American Prairie Conference (560 participants). 	<ul style="list-style-type: none"> ✓ More than 16,000 acres of roadway right-of-way have been restored to native vegetation. ✓ Provided information for Iowa DOT to change seeding regulations. ✓ Provided valuable, durable information regarding prairie restoration. ✓ Laid the groundwork for more practical applications of prairie plants.
Recycling and Reuse Technology Transfer Center (RRTTC)	Recycling and by-products research through grants, recycling and environmental education and outreach.	Serving Iowa businesses, the recycling industry and Iowa citizens locally and across the state.	<ul style="list-style-type: none"> ✓ Research project funding and outreach services related to recycling and reuse were provided to 56 companies and organizations. ✓ Outreach and services provided to 29,126 individuals. 	<ul style="list-style-type: none"> ✓ Over 43 RRTTC funded research projects; more than 170 reports and publications available.



Section 3. Overview of UNI's Economic Development Programs

Programs	Services	Those Typically Served	FY 2010 Results	Cumulative Results
Metal Castings Center (MCC) and Center for Advanced Biobased Foundry Binders (CABB)	Metal casting technologies, applied research, testing and training	Iowa casting users, foundries and foundry suppliers	<ul style="list-style-type: none"> ✓ Maintained active contracts with 24 companies, provided outreach projects to six Iowa foundries and technical assistance to 30 additional foundries. ✓ Sponsored research into bio-based foundry binders continued, resulting in two patent submissions. ✓ Partnered with the UI and ISU on light weight metal castings projects. 	<ul style="list-style-type: none"> ✓ More than 50 industry funded research projects have been completed to date.
Center for Energy and Environmental Education (CEEE)	Technical assistance, educational programs and leadership in energy conservation and renewable energy, environmental conservation and community-based agriculture	Iowa cities, counties, Iowa schools, teachers, farmers, businesses, elected officials, state agencies, community leaders, citizen organizations	<ul style="list-style-type: none"> ✓ 46 Green Iowa AmeriCorps members provided energy conservation advice to 6000 residents, weatherized 200 homes, reached 4,000 Iowans at educational events, and recruited 250 volunteers. ✓ CEEE's energy education programs helped 14,959 K-12 students and 826 teachers in 59 counties. ✓ \$2.6 million generated on locally-grown agricultural products. ✓ CEEE's Farm Energy Working Group workshops engaged 140 working group members, farmers and others. ✓ CEEE's solar instructor training reached 23 installers, 25 higher education representatives across the state, 15 government officials, 6 utility representatives. 	<ul style="list-style-type: none"> ✓ Since 1998, energy and environmental education programs in 72 counties have reached over 110,000 K-12 students, and 5,780 K-12 teachers. ✓ Since 1998, Buy Fresh/Buy Local program has facilitated purchase of \$8.6 million worth of meat and produce from hundreds of area farmers by food vending institutions.



Section 3. Overview of UNI's Economic Development Programs

Programs	Services	Those Typically Served	FY 2010 Results	Cumulative Results
Materials Innovation Service (MIS)	Mechanical, physical and chemical tests of metals, polymers and cementitious materials	Serving Iowa manufacturers and suppliers	<ul style="list-style-type: none"> ✓ Technical assistance provided to more than 160 individuals and testing contracts from five companies. 	<ul style="list-style-type: none"> ✓ Technical assistance or testing provided to approximately 160 individuals this year. Over 1,870 hours of testing provided since the beginning of the program.
Geoinformatics Training, Research, Education and Extension Center (GeoTREE)	Geospatial technologies, education, research, and outreach activities for federal, state, local and tribal agencies	Federal, state, local and tribal (FSLT) government agencies (NASA)	<ul style="list-style-type: none"> ✓ Seven educational workshops held with more than 250 attending. ✓ Worked with Iowa DNR and Public Health Department to apply geospatial data for resolving specific issues. ✓ Working with Cedar Falls Utilities on identifying areas most in need of energy conservation and efficiency assistance. ✓ Provided training on Agent-based Modeling, LiDAR, ArcGIS Desktop, Basic HAZUS-MH for Flooding. 	<ul style="list-style-type: none"> ✓ GeoTREE has provided 19 training and educational workshops for approximately 560 federal, state, local and tribal government staff members.



Section 4: Grow Iowa Values Funding Project

See attached spreadsheet highlighting outcomes from UNI's Grow Iowa Values Fund projects in 2010.

Section 5: Collaboration for Economic Development

Examples of UNI's collaboration with state government, federal agencies and other Regents institutions are outlined by category below, by subject area:

Energy and Environment

Center for Energy and Environmental Education (CEEE) and Educational Partners

3,127 Iowa students in grades 1-6 participated in The Iowa Energy Poster Contest. Entries came from 71 teachers at 64 schools, plus entries from multiple schools that participated in 9 local contests sponsored by energy related companies. The Fabulous Resources for Energy Education (FREE) Program loaned energy education materials to 7,996 students supervised by 261 teachers. CEEE staff made 78 energy education presentations to 4,395 K-12 students and their 500 teachers.

Center for Energy & Environmental Education (CEEE) and state partners

CEEE has been working with many state agencies, city and county officials and some federal agencies to continue to engage Iowans in developing better policies that will safeguard Iowa against floods of the future.

Recycling & Reuse Technology Transfer Center (RRTTC) and Educational Partners

The RRTTC worked with six Elementary schools in Cedar Falls to bring the Environmental Education program, Get Your Green On, to more than 2,500 K-6 students through the course of the school year. This program also included members from UNI Tallgrass Prairie, Cedar Falls Utilities, Waste Trac, and City Carton Recycling. The RRTTC also worked with the CEEE, CFU, St. Vincent de Paul, Goodwill, University Book & Supply, and the UNI Physical Plant to help bring about "Panther Pick-Up" to help reduce useable items and recyclable metal materials from going into the landfill. The RRTTC also works with USGS, Des Moines Water Works, IAWA, DMACC, Iowa Association of Municipal Utilities, Iowa Rural Water Association and Iowa Groundwater Association to present the Iowa Children's Water Festival for over 10 years running.

GeoInformatics Training, Research, Education, and Extension (GeoTREE) Center, the Iowa Dept. of Natural Resources and the Iowa Dept. of Transportation

GeoTREE continues its collaboration with the Iowa Department of Natural Resources and the Iowa Department of Transportation, and has developed a web portal to disseminate optical remote sensing data for the entire state. This team is also working with other federal, state, local and tribal agencies in Iowa on a variety of other research, education and outreach activities utilizing remote sensing data.



Public Health

Center for Energy & Environmental Education (CEEE) and community Partners

CEEE's Northern Iowa Food and Farm Partnership piloted a program with three school districts to offer more fruits and vegetables, less sugar and fat, and more locally grown seasonal food items for their school lunch programs.

The Iowa Center for Immigrant Leadership and Integration, Iowa Dept. of Public Health and the Iowa Center on Health Disparities

The Iowa Center for Immigrant Leadership and Integration (ICILI) worked with the Iowa Center on Health Disparities and the Iowa Department of Public Health to develop advertising materials to encourage more Latinos to be tested for colorectal cancer. This marketing research involved focus groups with Latino adults in Waterloo, Des Moines and Storm Lake, Iowa.

Entrepreneurship and Local Development

IDM and Iowa Workforce Development

The Institute for Decision Making continues its collaborative projects with Iowa Workforce Development (IWD) forming a strong collaboration with IWD, the Institute for Decision Making developed a Community Layoff and Crisis Response Manual and Iowa's Early Warning System Dashboard. The Dashboard tool will help community-based partners enhance capacity to deploy regional assets and leverage resources from government and non-government resources to support industry transformation and ensure successful workforce transitions into new occupations and industries.

Regional Business Center, Strategic Marketing Services and Iowa Workforce Development

In FY 2010, the RBC partnered with Strategic Marketing Services (SMS) and Iowa Workforce Development (IWD) to survey employer firms in Iowa. New resources are being added to address labor management issues, strategic planning and conflict resolution on MyEntre.Net.

Regional Business Center (RBC) and Statewide Service Providers

For the third year, the UNI RBC continues to lead a collaborative effort of 12 statewide partners to plan and implement an annual conference for Iowa small business owners called EntreFest!. This two-day conference is tailored to the unique needs of Iowa's smallest ventures. Collaborators include multiple private sector companies and the following public entities: Iowa State University, University of Iowa, Iowa Area Development Group, Community Vitality Center, Farm Bureau, Iowa Small Business Development Centers, Alliant Energy, Black Hills Energy and the Iowa Bankers Association.

UNI John Pappajohn Entrepreneurial Center (JPEC) and John Pappajohn Entrepreneurial Centers at the University of Iowa and Iowa State University

JPECs from UNI, ISU and UI collectively offer the Okoboji Entrepreneurial Institute each August for Iowa college students interested in entrepreneurship. JPECs at UNI, UI and ISU also collaborate with the Iowa Department of Economic Development to plan and host the annual



Iowa Venture Capital and Entrepreneurs Conference and jointly plan and host the Collegiate Entrepreneurs Iowa conference, annually.

Bioeconomy

Tallgrass Prairie Center, Cedar Falls Utilities, the Iowa Crop Improvement Association

The Tallgrass Prairie Center (TPC) has developed a relationship with Cedar Falls Utilities (CFU) to determine the maximum energy production potential from prairie biomass. CFU will burn the biomass in their stoker furnace to evaluate the materials. TPC is also working with the Iowa Crop Improvement Association to develop a consortium of native seed producers, native plant growers, nurseries, Iowa DNR, Iowa DOT, Iowa NRCS and private individuals to market native plants.

National Ag-based Lubricants Center (NABL) and AmTek

AMTek Microwaves, of Cedar Rapids, IA is partnering with the NABL Center to develop an innovative new grease manufacturing system. Together with AMTek's microwave experts, NABL researchers have designed and tested a new method of producing biobased lubricating grease. Traditional grease manufacturing involves heating the vegetable oil and other components with hot oil and jacketed heating kettles. Using NABL's new grease-producing process, a specially-designed microwave heating unit provides a uniform, even heat throughout the vegetable oil-based product, significantly reducing the amount of oxidation while significantly decreasing the amount of time required to heat the product. AMTek and NABL are currently constructing a pilot-scale reactor to evaluate the successful laboratory process on an industrial scale.

Advanced Manufacturing

Metal Casting Center, Iowa State University, University of Iowa and Quad Cities Manufacturing Laboratory

The UNI Metal Casting Center (MCC) is spearheading research and development efforts, which include Iowa State University (ISU) and the University of Iowa (UI), to advance manufacturing methods for titanium metal casting. Each institution has a unique research role based on specialized laboratory capabilities. The resulting methods developed by UNI, ISU and UI will be pilot tested through a partnership with the Quad Cities Manufacturing Laboratory. This collaboration aims to produce a casting process that is faster, more flexible, higher quality and more cost effective than is currently available.

Section 7: Client and Project Summary

See attached spreadsheet of UNI's clients served in 2010